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FOREIGN TRADE

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FOREIGN TRADE

OTTAWA, FEBRUARY 28, 1948

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COVER SUBJECT—Loading scene in Saint John, through which 2,531,197 tons of foreign cargo were handled during the past year, compared with a total of 2,325,089 tons during 1946. Freight handled outwards amounted to 2,014,997 tons, as against 1,777,285 tons in the previous year, while 516,200 tons were handled inwards, compared with 547,804 tons in 1946. The number of ocean-going arrivals was 540, representing 1,666,149 net registered tons, compared with 504, of 1,457,879 tons in 1946.

Photo by National Film Board.

Britain Obtains More Than Half Food Requirements in Canada

Percentage for 1947 was 53·4, compared with 24·9 in 1938 —Total imports of foodstuffs in 1947 were 167,300,000 cwts., compared with 207,700,000 cwts. in 1938 and 133,600,000 cwts. in 1946—Relative value last year was 2·31 times that of last prewar year—Cost per unit of 100 cwts. lower than in 1946.

By W. B. Gornall, Commercial Secretary for Canada (Agricultural Specialist)

LONDON, February 6, 1948.—Canada was the principal source of supply during 1947 for the foodstuffs imported by Great Britain, 53·4 per cent of the total having originated in the Dominion, compared with 57·3 per cent in 1946 and 24·9 per cent in 1938, the last full prewar year. Imports of the major food items, in which Canada is most interested, aggregated 167,332,633 cwts., compared with 133,614,115 cwts. in 1946, which represents an increase of 25·2 per cent. Substantial gains were shown over 1946 for wheat, wheat flour, beef, poultry, shell eggs, fresh fruits other than apples, and jam. Decreases were recorded for beans, bacon, pork, pig products, canned milk, fresh apples and canned tomatoes.

Returns issued by the British Board of Trade indicate that imports for 1946 declined 35·7 per cent from those for 1938, whereas the decline for 1947 was only 19·5 per cent. This would indicate that the flow of

United Kingdom—Canadian Pacific cargo liner *Beaverdell* discharging Canadian produce in the Royal Victoria Dock, London.

foodstuffs into this country was increasing, and had reached approximately four-fifths the prewar volume. The concentration of supply has been largely in Canada, whereas it was more widely dispersed before the war.

Canada increased her overall shipments of food products from 76,450,000 cwts. in 1946 to 89,380,000 cwts. in 1947, an increase of approximately 17 per cent. Compared with 1938, when 50,040,000 cwts. were shipped, the increases for 1947 and 1946 were 78·6 per cent and 52·7 per cent, respectively. The major increases, compared with prewar, have been in wheat, wheat flour, meat, bacon, poultry, shell eggs, SO_2 fruits and canned salmon. Losses have been largely confined to cereals and cereal products, other than wheat, apples and certain canned products.

While the total value of imported foodstuffs in 1947 was substantially higher than that for 1938, the actual volume has declined. The relative volumes and values for 1947, 1946 and 1938 are as follows:

British Imports of Foodstuffs, by Volume and Value

1947		1946		1938	
Million cwts.	Million £	Million cwts.	Million £	Million cwts.	Million £
167.3	425.8	133.6	350.3	207.7	228.1
−19.5%	+86.6	−35.7%	+53.5%	....	....

On the basis of 100 cwts., the relative value of imports of foodstuffs for 1947 was £254·5, or 2·31 times that for 1938, whereas the value for 1947 was £262·2, or 2·38 times that for 1938 (£109·8). The cost of a unit of 100 cwts. in 1947 was slightly lower than in 1946.

British Imports of Foodstuffs

	(Cwts.) 1947	Percentage of 1938	(Cwts.) 1946	Percentage of 1938	(Cwts.) 1938
Wheat	83,907,988	— 17.4	67,443,436	— 33.6	101,626,356
Wheat flour	17,883,680	+ 67.0	10,704,709	+ 39.4	7,676,749
Barley	2,258,939	— 88.6	2,195,103	— 88.9	19,875,622
Oats	2,118,130	+ 34.5	2,096,130	+ 33.0	1,575,721
Oat products	107,822	— 68.8	65,483	— 89.1	596,753
Beans	542,060	— 43.2	688,410	— 27.9	955,591
Beef	9,899,404	+289.4	7,815,179	+207.4	2,542,390
Mutton and lamb	8,530,791	+ 23.5	8,225,237	+ 19.4	6,888,837
Bacon	2,634,806	— 61.6	3,502,420	— 49.0	6,867,915
Ham	1,601	....	72,519	— 89.1	232,079
Pork	286,938	— 75.7	1,597,505	+ 35.3	1,180,966
Pork offal	147,770	....	179,237	....	11,606
Butter	4,325,825	— 54.5	4,226,681	— 55.6	9,517,913
Cheese	3,830,029	+ 30.8	4,072,955	+ 39.1	2,927,326
Poultry	590,002	+ 34.1	309,389	— 29.7	440,718
Shell eggs (converted)	1,357,568	— 58.2	953,086	— 70.7	3,245,824
Dried egg	673,759	....	914,665	....	6,357
Frozen egg	268,742	— 71.4	307,462	— 67.3	937,154
Condensed milk (unsweetened)	1,184,324	+274.7	1,721,287	+444.0	316,300
Casings	98,476	— 3.0	48,219	— 52.5	101,046
Apples (fresh)	1,512,751	— 78.6	1,836,709	— 74.0	7,067,523
Other fruits (fresh)	16,297,830	— 27.5	10,448,936	— 53.5	22,470,375
Onions	3,856,137	— 15.6	1,547,000	— 66.1	4,572,643
Potatoes	2,666,067	— 8.8	153,515	— 94.6	2,923,124
Canned tomatoes	311,137	— 66.5	456,211	— 50.8	926,837
Canned foods (not specified)	114,360	— 79.5	8,574	— 98.6	561,958
SO_2 fruits, pulp	514,295	+ 12.9	531,030	+ 16.7	455,806
Jams	744,670	....	633,910	+1000.0	63,674
Canned salmon	666,732	— 42.2	859,120	— 25.4	1,151,829
Total	167,332,633	— 19.5	133,614,115	— 35.7	207,716,792

British Imports of Foodstuffs from Canada

	(Cwts.) 1947	Percentage of total imports	(Cwts.) 1946	Percentage of total imports	(Cwts.) 1938	Percentage of total imports
Wheat	67,785,527	81.9	57,688,002	85.5	28,830,526	28.3
Wheat flour	13,218,766	75.9	9,451,600	88.3	3,652,616	47.6
Barley	....	....	....	....	5,466,607	27.5
Oats	1,968,609	92.9	1,510,191	72.0	1,479,701	93.9
Beans	57,605	6.8	14,297	2.0	254,412	24.3
Beef	292,543	2.9	1,182,474	15.1	14,783	0.6
Mutton and lamb	22,996	0.2	92,181	1.1	....	....
Bacon	1,962,454	74.4	2,576,299	73.5	1,275,301	18.6
Ham	1,265	78.5	38,092	52.8	232,079	34.9
Pork	....	....	2,568	0.1	8,663	0.7
Pork offal	14,023	9.0	19,832	11.1	1,232	10.6
Butter	....	....	....	....	30,017	0.3
Cheese	458,024	11.9	1,004,945	24.6	677,737	23.2
Poultry	107,479	18.2	10,296	3.3	12,501	2.8
*Shell eggs (converted)	640,285	47.8	450,938	47.5	17,578	0.5
Dried egg	110,453	16.3	109,880	....	....	....
Frozen egg	14,145	5.2	....	....	....	....
Condensed milk (unsweetened)	245,557	20.7	255,826	14.8	179,288	56.6
Casings	6,183	6.2	4,508	9.3	7,986	7.8
Apples (fresh)	663,145	43.8	1,271,017	69.2	7,067,523	42.5
Potatoes	1,500,000	43.7	....	....	....	....
Canned tomatoes	28,157	9.0	215,931	47.3	176,034	19.0
Canned foods (not specified)	12,225	10.5	....	....	480,570	85.5
SO_2 fruits, pulp	70,733	13.7	41,872	7.8	26,980	5.9
Canned salmon	204,938	30.7	512,796	59.7	155,679	13.5
Total	89,385,112	53.4	76,453,545	57.3	50,047,813	24.9
	Increase on 1938 78.6%		Increase on 1938 52.7%			

*Shell eggs converted at average of $1\frac{3}{4}$ ounces.

Canadian Statistical Review Is Issued as Guide to Business

Monthly publication of the Dominion Bureau of Statistics appears in attractive format, and presents tables in more practical form—Special article on some phase of operations will feature each issue, commencing with discussion of cost-of-living index next month.

STATISTICS, which provide a foundation for industrial progress and the ordered development of a country, are being presented in a more attractive and more practical form through publication of the *Canadian Statistical Review,* which is being introduced this week to the commercial community. Material contained in this publication is not entirely new, for many of the tables have appeared regularly in the *Monthly Review of Business Statistics* for more than twenty years. There is an introductory group, however, pertaining to Canada, Great Britain and the United States, which provides a means of comparing the economic development of this country with that of the two countries exerting the greatest outside influence on conditions in this Dominion.

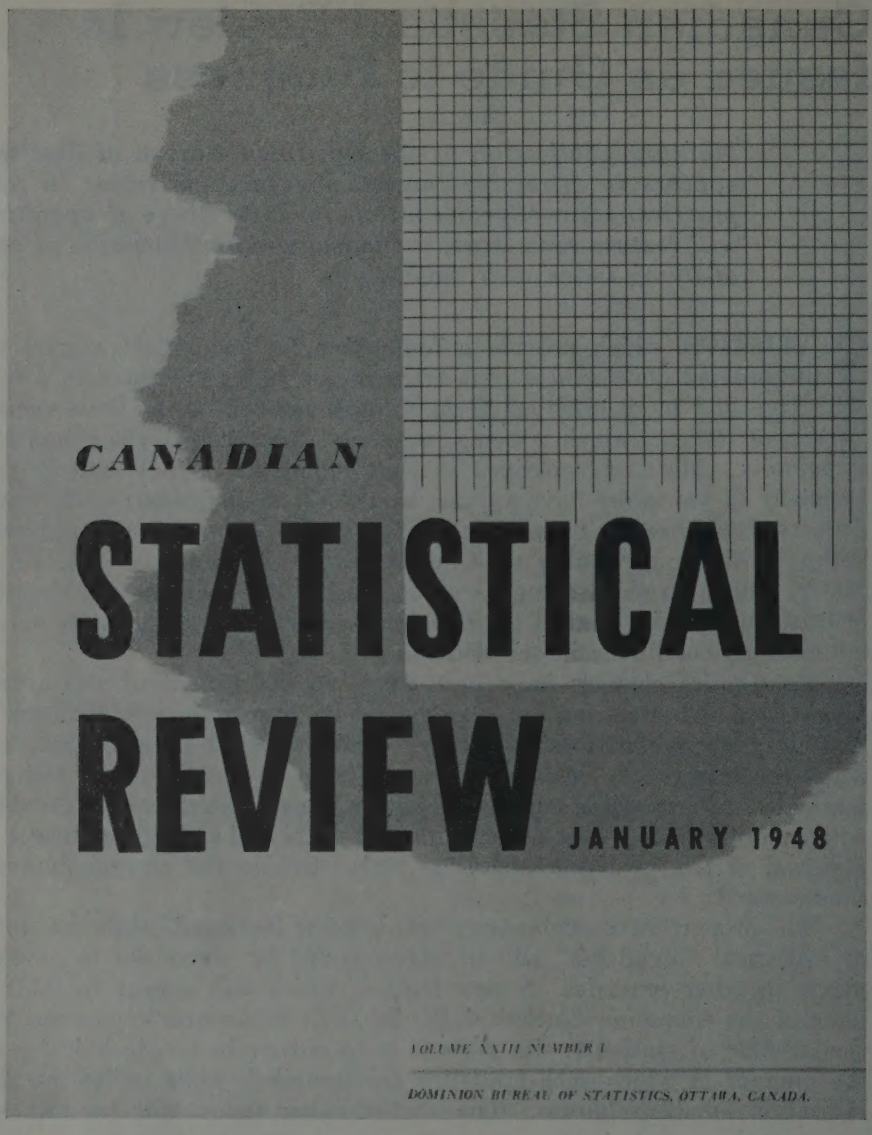
Substantial changes have been made in the format of this review, apart from the arresting cover design. The page size now conforms to that of most publications issued by the Dominion Bureau of Statistics, while the larger area enables the statistics to be better spaced and presented in more readable type. In addition, longer tables can be provided, with monthly figures over a period of two years and monthly averages for a period of ten. A better historical perspective to the current figures is thus secured.

The proportion of explanatory text is being increased, while the review of statistical "highlights" will be accompanied by references to developments in other countries. A new feature, which will appear in the next issue of the *Canadian Statistical Review,* will be an article on some particular field of statistics. Its purpose is to outline in non-technical terms the manner in which such statistics are compiled, while indicating their limitations and usefulness. The cost-of-living index will be discussed next month.

Dominion Statistician Outlines Complexities

As explained in his introduction to the first issue, Herbert Marshall, Dominion Statistician, says: "The highly complex and pressing economic problems created by total war accelerated development in the quantity and quality of statistical information. New data and improved statistical devices were produced for measuring the economic resources of the country and for gauging what policies would best promote the maximum war effort from these resources. As the economic and social problems of the war passed into those of the postwar period, there was some change in their nature. But their intensity and complexity remained.

"The war also stimulated a growing public interest in statistics. Developments, such as the threat of inflation, gave greatly increased



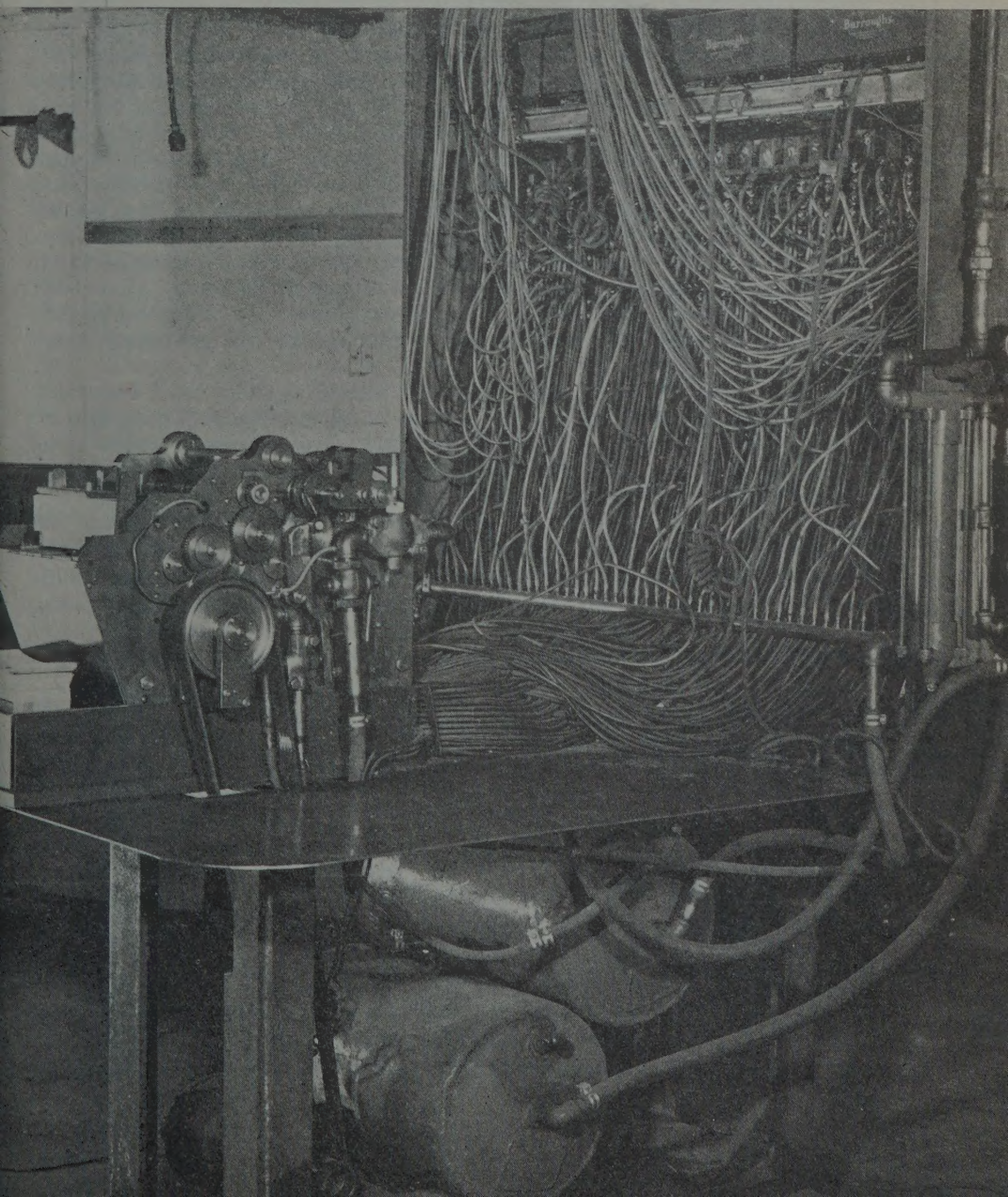
Front cover of the *Canadian Statistical Review*, which makes its initial appearance this week from the Dominion Bureau of Statistics. It succeeds the *Monthly Review of Business Statistics*.

importance to the cost-of-living index and other measurements of prices that lent themselves to the determination of wage increases, or to provide an escalator clause in long-term contracts. More people came to realize that they had a strong personal interest in the economic health of the country, the problems facing it, and in the policies adopted to meet those problems. They also recognized that statistics are the only means by which the national economic health can be accurately gauged, the magnitude of the problems measured and the wisdom of the policies judged. The resulting demands for further enlightenment concerning statistical facts must be encouraged, and anything which can be done to present statistical data in a clear, interesting and attractive manner will be an important step in that direction.

"As the principal current statistical publication of the Dominion Bureau of Statistics, the *Canadian Statistical Review* is designed to cover as widely as possible the general needs of statistical users. It cannot, in many cases, cater to the more detailed requirements of those closely interested in a particular industry or economic activity. Such information can be obtained, however, from the other more specialized publications of the Bureau, of which 434 are issued regularly."

Tabulator used by the Dominion Bureau of Statistics. Operated by compressed air, this tabulates 560 individual facts in a single operation. Totals appear on the front panel in reverse, are photographed on sensitized paper, and reappear in correct order on the "result" panel. Hundreds of tubes in rear carry the compressed air to operate the intricate machinery.

National Film Board Photo.



American Demand for Goods and Services Greater Than Supply

Industrial activity close to postwar peak—Foreign trade at record level—Employment at or near maximum, passing sixty-million mark—Value of retail sales established record figure—Commodity prices, particularly of farm products and foods, continued advance.

By W. D. Wallace, Assistant Commercial Secretary, Canadian Embassy

(Editor's Note—This is the first in a series of five articles on economic conditions in the United States during the past year, prepared for publication in *Foreign Trade*.)

WASHINGTON, D.C., February 9, 1948—Business activity in the United States during the past year was the greatest in the peacetime history of this country. Production facilities were called on to satisfy the great demand for consumer goods, and also for the modernization and expansion of industries, utilities and public services. The demand was greater than the country could satisfy, as indicated by the rise in prices. The continuous increase in prices has been considered the principal phenomenon of the year. However, the predicted "1947 recession" almost began in the second quarter of the year, when construction activity and inventory accumulation fell to relatively low levels, and the production of some nondurable goods began to slacken in the face of uncertain demands. However, the large volume of exports sustained the general level of the economy, and business confidence was restored by the time export values started to decline.

The Federal Reserve Board index of industrial activity for December, 1947, was 191 as compared with the postwar peak of 192 for the month of November and with 182 in December, 1946. Gross national production was at a rate close to $231,800,000,000 as against an average of $203,700,000,000 in 1946 and $90,400,000,000 in 1939. The national income passed a rate of $203,000,000,000 as compared with the 1946 average of $178,200,000,000 and with $72,500,000,000 in 1939. Other outstanding developments of the past year were the high level of employment and wages, record farm income, and increased steel and automobile production.

Foreign Trade at Record Level

Despite the increasing dollar shortage and establishment of quota restriction by many foreign countries, the foreign trade of the United States was at a record level in 1947 and was characterized by a rapid expansion of exports in the first half of the year, followed by a decline. Imports showed little change during the year, with a result that exports exceeded imports by almost $9,000,000,000. The suspension in August of sterling conversion by Great Britain and the near exhaustion of her $3,750,000,000 United States credit had repercussions on United States foreign trade. This shortage of United States dollars was followed by a decision to curb further imports, which set off a chain of reactions in many other countries when they found they did not have enough dollars to pay for the large volume of imports from the United States.

It is estimated that total exports in 1947 were at a record high of about $14,474,900,000 as compared with $9,739,500,000 in 1946, a gain of 49 per cent. On the other hand, imports are estimated at $5,738,600,000, or 17

per cent above the 1946 total of $4,908,900,000. Exports reached their peak in May, when shipments were valued at $1,422,000,000, of which $1,355,700,000 represented commercial transactions. Although they declined in the ensuing months, exports remained above the rate of a billion dollars per month.

The two outstanding factors that are expected to influence the foreign trade of the United States in 1948 are the European Recovery Plan and the tariff reductions arrived at under the Geneva Trade Agreements.

Employment Close to Maximum Figure

The outstanding feature of the employment situation in 1947 was the fact that it remained at or near maximum levels throughout the year, and for the first time civilian employment passed the sixty-million mark. In June and July, the number of employed exceeded 60,000,000, but showed a slight decline to 57,900,000 in December. However, employment averaged 58,000,000 for the year as compared with an average of 55,300,000 in 1946. The increase was most pronounced in the manufacturing industries, construction and mining showing the largest gains. A slight increase was also recorded for trade, finance and services, but a decrease in government employment. The number of unemployed in December, 1947, was estimated at 1,643,000, the lowest in two years, as against 2,120,000 in December, 1946. For the year as a whole, the number of unemployed averaged 2,100,000 as against an average of 2,300,000 in 1946.

As a result of full employment, high wages and large industrial and agricultural incomes, consumers' income reached record levels during 1947. It is estimated that total personal income amounted to $197,200,000,000 as compared with $177,200,000,000 in 1946. All the major categories of income payments recorded gains over the previous year. The increase in income was offset by the rapid rise in prices, with the result that real purchasing power was less than in 1946. However, consumption was maintained at a high level by the liquidation of savings, a reduction in saving out of current incomes and the extensive use of consumer credit.

Record Established for Retail Sales

The Department of Commerce estimates that consumer spending of all types in the United States in 1947 amounted to $165 billion as compared with $144 billion in the previous year. The high level of expenditures was accounted for by an increase in prices, together with an increase in the physical volume of goods moving through retail channels.

Retail sales established a record of $118,000,000,000, an increase of $18,000,000,000 over the 1946 figure. Sales of durable goods amounted to $28,700,000,000, an increase of $7,900,000,000 over the 1946 total, while those of non-durable goods rose by $9,400,000,000 to $88,000,000,000. In the durable goods group, sales of automobiles, parts and accessories were outstanding, being estimated at $11,900,000,000, or about 75 per cent above the total for the previous year.

Sales of home furnishings amounted to about $6,800,000,000, while those of building material and hardware reached $8,800,000,000. Jewelry store sales were the only group to show a decline, being estimated at $1,300,000,000, or 3 per cent below the value recorded in 1946. The non-durable goods group in general showed smaller increases than durable goods. Sales by filling stations, at $5,200,000,000, were 28 per cent above those for 1946, while food store sales amounted to $31·3 billion, a gain of $5·8 billion, or 23 per cent, over the 1946 total. Most of this increase was attributed to rising prices. Sales by apparel stores were estimated at

3966—3½

$9,200,000,000 in 1947, while those of general merchandise by department stores amounted to $15,700,000,000. Sales at eating and drinking places were estimated at $13,500,000,000, or about the same as in 1946.

Commodity Prices Continued to Rise

Reflecting the effects of generally rising demands and costs, commodity prices in wholesale and retail markets continued to rise in 1947, but not as rapidly as in the latter half of 1946, when price controls were removed. The general level of wholesale commodity prices was up 15 per cent as compared with those prevailing at the beginning of the year, while retail prices increased about 8 per cent. Wholesale prices were about 50 per cent higher than in June, 1946, and 110 per cent over the 1939 level. Consumer prices were 30 per cent higher than in June, 1946, and 65 per cent above prewar prices.

At the close of 1947, as at the beginning, prices of farm products and foods were at exceptionally high levels in relation to those of other commodities. Prices of all commodities rose in the first quarter of 1947, were stable in the second quarter, and advanced steadily in the second half of the year. The advance was attributed to a number of developments which indicated that supplies would not be as abundant as had been anticipated and that demand would be greater because of larger domestic incomes and additional United States Government financing of foreign purchases.

Only Paint Material Prices Lower

The following table, compiled by the *New York Journal of Commerce*, shows the commodity price level (1927-29 equals 100) at the end of 1947 as compared with the level at the close of 1946:

Index of Commodity Prices

	Dec. 27, 1947	Dec. 28, 1946
General index	182.1	155.5
Grains	247.0	159.3
Foods	207.5	183.4
Textiles	169.3	146.6
Fuels	166.2	130.4
Iron and steel	144.0	125.8
Non-ferrous metals	146.3	131.7
Building materials	221.9	197.0
Paint materials	230.4	241.2
Chemicals	110.8	105.3
Pulp and paper	174.2	154.1

Prices of farm products and foods showed substantial increases above those of a year ago, but some prices for grains and cereal products were exceptionally high, reflecting reduced harvests of feed grains and a record rate of government purchases of wheat and flour for export. Fuels, iron and steel and lumber were substantially higher than a year ago, the largest increases being recorded for bituminous coal and petroleum products. The only important commodity to show a decrease in price from the 1946 level was paint materials.

The importer should advise what markings are required on goods, packages and packing cases. The name of the country of origin should be indicated clearly on merchandise, and often on the packing, in manner specified by the regulations of the country of destination. *(See our ABC of Canadian Export Trade, page 19.)*

Gold Coast Export Trade Shows Increase Over Prewar Value

Cocoa has been principal export crop for many years—Timber exports in 1945 nearly four times 1939 figure—Increases recorded for shipments of rubber, manganese, bauxite and coffee—United Kingdom is principal market and source of supply—Trade with Canada expanded.

By R. P. Bower, Commercial Secretary for Canada

(Editor's Note—This is the fourth in a series of six articles on economic conditions in British West Africa prepared for *Foreign Trade*. The first three appeared in the January 24th, February 7th and February 14th issues.)

LONDON, December 15, 1947.—Cocoa has been the principal export crop of the Gold Coast for many years, although the ravages of disease have recently reduced the volume considerably. Gold production is also important and is beginning to revive again following relaxation of wartime restrictions. Timber exports in 1945 were nearly four times larger than in 1939 and the trend is continuing. Rubber exports, which were stimulated by the war, were three times higher in 1945 than in 1938. Exports of manganese, bauxite and coffee also showed increases.

The Gold Coast, occupying an area of 91,000 square miles, is the second largest of the British West African colonies and almost twice the size of Canada's maritime provinces. Situated between 5 and 11 degrees north of the equator, the colony has a rainfall which varies from an average of 30 inches at Accra to 80 inches in other parts. The heat and humidity demand extra care in packing.

The standard of living and education of the 4,000,000 inhabitants is generally higher than in other West African colonies. There is a considerable railway system and a comprehensive network of good roads. Port facilities, however, are not good.

Accra is the main town and centre of government administration. Takoradi, the chief port, is small. The considerable volume of goods that moves through Accra must be transferred to lighters and handled through the surf.

General Plan for Developing Colony

The "General Plan for Development in the Gold Coast" was published in 1944. At that time (modifications have been suggested since) capital expenditure amounting to $20,756,000 was proposed, to be financed from surplus balances and from grants under the Colonial Development and Welfare Act. The provisional capital outlay was as follows: hospitals, $6,296,000; anti-sleeping sickness, $300,000; water supply, $1,480,000; electric light and power, $880,000; re-housing (first 4 years), $3,200,000; road development, $2,000,000; telegraph and telephone schemes, $1,000,000; purchase of army property, $1,000,000; harbour improvement (Takoradi), $2,000,000; railway improvement, $1,600,000; and agricultural credit and marketing (including cocoa), $1,000,000. The cocoa marketing scheme will be financed from the substantial surpluses that have been accumulated from cocoa sales during the war.

The import figures for the Gold Coast do not picture actual demand, since in many cases the supplies available were restricted by world-wide

shortages. An examination of the Gold Coast Plan suggests certain fields where future imports will be important. The total value of imports in 1945 was $40,800,000 compared with $30,600,000 in 1938.

United Kingdom is Principal Source of Supply

The principal sources of supply in order of importance in 1945 were: United Kingdom, $23,440,000; United States, $8,500,000; Dutch West Indies, $3,500,000; Nigeria, $1,680,000; India, $1,520,000; and Canada, $900,000. The sequence was similar in 1938 with the exception that Germany and Japan appeared as the third and fourth most important suppliers respectively. Canada's trade at $900,000 in 1945 compares with $260,000 in 1938.

Apparel.—Twenty-four thousand five hundred pairs of leather boots and shoes were imported in 1945, valued at $90,000, the United Kingdom supplying roughly half. The United States supplied 13,000 pairs valued at $56,000 and Canada 2,000 pairs valued at $8,720. Rubber boots and shoes, including those with canvas uppers, were in very heavy demand, but only a fraction of requirements could be located, 23,696 pairs being imported valued at $25,000. An idea of potential demand is available from the 1938 returns, which showed 151,400 pairs. In that year Japan supplied 95 per cent of the total. In 1945, Brazil was the principal supplier with 21,000 pairs, followed by Canada with 2,032 pairs.

Other important items were hats and caps ($125,000) and singlets ($120,000). The United Kingdom was the predominant supplier in both instances. Volume was limited by the inability of supplying countries to offer all that was wanted.

Bags and Sacks (Jute).—The export of cocoa demands substantial quantities of bags, the figure for 1945 amounting to almost 4,000,000, valued at $930,000. India was the only important source.

Textiles.—An idea of cotton textile prospects is available from the statistics of piece-good imports in 1945. These reveal the following types (quantities are in millions of square yards): grey, unbleached, 2·7; white, bleached, 5·1; printed, 19·9; dyed in the piece, 5·8; coloured, 2·9; a total of 36 million square yards, valued at $9,440,000.

Principal Sources of Textiles Imports into the Gold Coast

	Bleached	Dyed	Coloured	Grey	Printed
	(Millions of square yards)				
United Kingdom	2.1	3.5	2.5	.2	18·6
India	.2	.2	.3	1.1	.1
United States	2.7	1.1	....	1.3	1.2
Other	.1	1.0	.1	.1	....
Total	5.1	5.8	2.9	2.7	19.9

In addition, approximately 2,000,000 square yards of artificial silk piece-goods valued at $880,000 were imported, almost entirely from the United Kingdom. In 1938, Japan was the largest supplier, followed by Czechoslovakia, Italy and the United Kingdom.

Agricultural Implements and Tools.—Imports in 1945 were valued at $316,400, of which $297,000 came from the United Kingdom. The agricultural development planned for the area suggests a sustained market for some time.

Mining and Gold Dredging Machinery.—The total value of such machinery imported in 1945 was $1,200,000 compared with $3,468,000 in 1938. The largest supplier in both years was the United Kingdom, though in 1945 Canada, South Africa and the United States were making important contributions.

Railway Rolling Stock.—The United Kingdom and the United States are the only sources shown as suppliers in 1945, although Germany, Belgium and Holland all supplied in 1938. In that year 19 steam locomotives, 19 carriages and 832 trucks were imported. Current procurement is restricted by world shortage of this type of equipment.

Motor Cars, including Parts.—Commercial vehicle imports were as follows: United Kingdom, 78, valued at $47,060; Canada, 30, valued at $63,548; and United States, 73, valued at $153,440. Parts were valued at $334,800, 77 per cent of United States origin and the balance from the United Kingdom. Canada was not a supplier of vehicles under this heading in 1938, but furnished a small supply of parts.

There was also a trade in chassis with engines and fitted tires. In 1945 the United States and Canada shared the trade, with 147 vehicles valued at $181,052 and 110 valued at $160,800 respectively. Private car imports originated in the United Kingdom and the United States, with 37 and 13 vehicles respectively.

Tires and Tubes.—Imports of motor vehicle tires and tubes were valued at $741,408. The United Kingdom and South Africa were the principal suppliers.

Medicines and Drugs.—Of total imports valued at $820,000, the United Kingdom supplied $700,000. The United States was the second supplier with smaller quantities coming from Canada.

Perfumery (other than toilet soap).—Imports in 1945 were valued at $550,000, of which 67 per cent originated in the United Kingdom. The United States, Canada and South Africa supplied the balance.

Beer, Ale, Stout, Porter.—Local production of beer exceeds 800,000 gallons and the bulk of imports is for re-export. The 1945 figures show that 93,600 gallons were imported, of which 65,000 gallons valued at $70,000 came from Canada. The United States (28,600 gallons) was the only other supplier of consequence.

Confectionery.—The market for imported confectionery is in the neighbourhood of $80,000 per annum. At present Canada is the principal supplier, with roughly one-half of the total.

Canned Fish.—The statistics do not reveal the type of fish covered, but, since 87 per cent of the $216,000 imported in 1945 originated in Canada, it is apparent that Canadian types are in demand. In 1938, imports were valued at $574,000, when Japan was the principal supplier with approximately half, followed by the United States and Portugal. In 1945, Canada with $164,000 and the United States ($50,000) were the only important sources.

Wheat Flour.—Imports in 1945 amounted to 95,493 cwt. valued at $594,872. The United States dominates this market with 97 per cent of total imports. The type of flour offered is the same as is produced in Canada, the predominant position occupied by the United States being due to early exploitation of the field and the almost fanatical devotion to old and favourite brands by the buying public.

Milk, Concentrated.—Unsweetened condensed milk is the most popular concentrated variety. In prewar years, the Netherlands was usually the principal supplier followed by the United Kingdom and Denmark. Since the war, the United States has taken the lead, followed by Canada. Imports in 1945 were valued at $191,200, of which $176,000 originated in the United States and $15,300 in Canada. Sweetened condensed and powdered milk are also taken, but the demand is small.

Spirits.—Imports of gin in 1945 amounted to 72,000 gallons, valued at $76,000. South Africa was the only important supplier, though there

were small receipts from Canada and the United Kingdom. Whisky imports amounted to 38,273 gallons valued at $222,800, of which 94 per cent originated in the United Kingdom and the bulk of the remainder in Canada.

Sawn Lumber, Wholly or Partly Dressed.—Statistics for 1945 of lumber imports are valueless as a guide to the market, since importers could not secure offers from abroad. In 1938, a more typical year, imports amounted to 5,642,000 superficial feet, valued at $240,000. The United States was the dominant supplier with 5,185,800 superficial feet valued at $208,000. Canada was the second supplier with shipments valued at $10,000.

Exports to Canada Greatly Increased

Gold Coast exports in 1945 were valued at $60,700,000 compared with $44,320,000 in 1938. Leading customers in 1945 (with totals in parentheses) were: United Kingdom ($31,600,000); United States ($19,440,000); South Africa ($2,100,000); French West Africa ($1,880,000); and Canada ($1,572,000). In 1938 shipments to Canada were valued at only $276,000.

Principal Exports of the Gold Coast

	Quantities		Value	
Food and Drink	1938	1945	1938	1945
Cocoa (tons)	263,229	232,229	$18,146,000	$28,572,000
Coffee (pounds)	48,230	2,138,804	3,040	180,000
Lime juice (gallons)	541,154	487,639	108,000	200,000
Other food and drink	....	....	105,000	305,000
Raw Materials				
Bauxite (tons)	....	146,330	....	1,872,000
Diamonds (carats)	1,296,763	812,450	2,192,000	1,920,000
Manganese ore (dry tons)	324,207	701,750	3,628,000	7,906,000
Palm kernels (tons)	5,193	8,053	160,000	400,000
Oils				
Lime (gallons)	808	2,084	14,000	64,000
Palm (tons)	647	375	39,400	31,500
Rubber (pounds)	1,194,888	3,518,665	117,000	698,000
Wood and timber (cubic feet)	696,599	2,692,057	308,000	2,000,000
Other raw materials	....	....	75,000	176,000
Bullion and specie, gold (fine ounces)	677,480	474,997	19,366,000	16,334,000

United States Quarterly Quota on Fish Nearly Filled

Washington, February 16, 1948.—(FTS)—The Bureau of Customs announced today that the import quota of 6,232,547 pounds of fresh or frozen filleted cod, haddock, hake, pollock, cusk and rosefish for the first quarter of 1948 is almost filled. Instructions have therefore been sent to the collectors of customs that imports of this commodity will be subject to the full rate of duty of 2·5 cents per pound until April 1, when the second quarter-year quota will open.

The Geneva trade agreement, provisionally effective January 1, 1948, bound at $1\frac{7}{8}$ cents per pound the former tariff rate on a quota of 15 per cent of the average United States consumption of filleted ground fish for the preceding three years, and at 2·5 cents per pound the duty on imports in excess of the quota. This agreement provides that of the total quantity of filleted fish entitled to entry at the reduced duty in any calendar year, not more than one-fourth may be entered during the first three months, not more than one-half during the first six months, and not more than three-fourths during the first nine months.

The total tariff rate quota of such fish for the calendar year 1948 is 24,930,188 pounds. For 1947 the quota was 23,906,423 pounds.

Trade Procedure for British and American Zones of Germany

Summary of import and export procedure, as set forth in a series of notices issued by the military control authorities, provided for the information of Canadian firms.

By Trade Commissioner Service, Foreign Trade Service

IMPORT and export procedure for the British and American zones of Germany has been set forth in a series of notices issued by the military control authorities. These are summarized for the benefit of firms presently trading with the combined areas or contemplating the transaction of business in the near future. Canadian firms are strongly advised to conduct their primary negotiations through the Canadian Economic Representative, whose address in Frankfurt is indicated under the Foreign Trade Service Abroad, published in *Foreign Trade*.

The Joint Export/Import Agency is the sole purchaser of a number of scarce and important commodities, whose address is Hoechst, Frankfurt, 498 H.Q., C.C.G. (B.E.), B.A.O.R. 21. The telegraphic address is "Jaxim, Frankfurt".

German firms in the combined zones are permitted to import through private channels raw materials and semi-manufactured goods required for the production of commodities for export and operating supplies and maintenance materials required in manufacturing for export. German importers, exporters and manufacturers who require such imported goods must submit an import application form to the Land Economic Ministry (Landeswirtschaftministerium—LWM) for the land in which the applicant has his registered place of business. No copy of the actual or proposed contract or import order need be attached at this stage.

Authority to Import Issued on Approval of Import Application

If, after screening, the application is approved, the LWM will issue to the applicant an authority to import which the applicant transmits to a merchant importer for the procurement of the commodity or commodities listed. The merchant importer uses the authority to import as a basis for filing an import application with his own LWM, in order to obtain an import licence. Where the services of a merchant importer are not required, the secondary procedure is not applicable.

The merchant importer may combine more than one authority-to-import form covering the same commodity and may obtain one import licence to cover the total quantity. The LWM to which the merchant importer has submitted his application transmits it to the local branch office of the Joint Export/Import Agency (U.S./U.K.) for consideration and issue of an import licence. If the branch office approves the application, it will endorse it and return one copy to the LWM together with an import licence.

Copies of the import licence will be distributed by the LWM to the importer and authorities concerned. When requested, an additional copy will be made available to the importer when a copy is desired by the seller as evidence that the import is licensed by the Military Governments for Germany (US/UK).

Import licences are issued under the basic condition that title to all commodities shall vest in the Joint Export/Import Agency (US/UK) on

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delivery. On arrival of the commodities at a German port or frontier or point within Germany and upon payment of the reichmark accounting price by the importer to an approved bank, title automatically passes to the importer and the shipping documents are endorsed to the importer accordingly.

The import order or contract must contain the following clause in every case: "This order (or contract) is subject to issuance of an import licence by the Joint Export/Import Agency (US/UK). The commodities covered by this order (or contract) are ordered on behalf of the Joint Export/Import Agency (US/UK). Title thereto will upon delivery vest in the Joint Export/Import Agency (US/UK)."

Import licences are normally valid for not more than nine months. The issue of an import licence carries with it the obligation of the Joint Export/Import Agency (US/UK) to provide for payment to the seller in accordance with the terms of the contract.

As soon as the branch office of the J.E.I.A. is informed that the whole or part of the goods covered by the import licence is available for shipment, a letter of credit will be established for the full amount of the contract, its terms extending for the full delivery period permitted under the contract. If required, the letter of credit may be opened immediately on acceptance of the order by the seller, or on execution of the contract, by both parties.

Except as otherwise provided in special cases, letters of credit will be made available against presentation by the seller of (*a*) a commercial invoice referring to the importer's import licence number and "program key" made known to the seller by the German buyer, preferably in the order or contract; (*b*) a bill of lading of the type called for by the terms of the order or contract; (*c*) a copy of the seller's export licence where such a licence is required under the seller's government's regulations; (*d*) an insurance certificate, if required.

Reichmark Price of Imported Goods Paid by German Purchaser

The German purchaser pays the reichmark price of the goods imported to his German bank, whereupon the documents, with the appropriate endorsment, are handed over to the German importer.

The German importer's instructions to the seller should require the latter to consign each shipment to the Joint Export/Import Agency (US/UK) (naming the port of discharge, if known) for the German consignee. All documents must state the import licence number or, in the case of consignments of goods purchased direct by the Joint Export/-Import Agency (US/UK), the contract number.

Goods imported into the bizonal area under contracts between German firms and foreign buyers for the processing of raw materials owned and supplied by the latter also require import licences. Such licences are endorsed "No Foreign Exchange Payment".

Canadian exporters should be satisfied before committing themselves that the German purchaser will be able to obtain the necessary export licence for goods to be sent from this country and, if they are purchasing supplies in third countries for sale to the combined zones, that they have fulfilled the normal exchange control regulations.

German Agents Can Perform Certain Commercial Services

Arrangements have now been made to enable German agents to perform certain commercial services in Germany on behalf of Canadian principals. These services include the signing of import and export contracts on their behalf, locating markets for their products or sources of

supply of goods which they wish to buy in Germany, representing them in negotiations with German buyers or sellers and arranging on their behalf for insurance, warehousing and other necessary commercial services.

An agency agreement must be negotiated by the prospective agent with his principal in accordance with the customs of the trade. Such contracts are, in all cases, subject to approval by the J.E.I.A. and may be made valid for a period not in excess of one year. Payment for services performed may be made on either a commission or a fixed fee basis. Upon completion of services and accrual of commission payable by the principal in accordance with the terms of the contract, the German agent will submit a foreign currency invoice to the principal. Another copy of the invoice will be presented by the agent's German bank to the principal's bank for payment to the J.E.I.A. The agent receives payment from the J.E.I.A. in reichmarks.

Direct Purchases from Suppliers May be Negotiated

The Canadian importer or merchant wishing to purchase goods in Germany may negotiate his purchases direct with German suppliers. A German supplier wishing to undertake an export order will prepare a contract of sale with the purchaser abroad in accordance with the normal customs of their trade.

Contracts may be executed in English, German or French, but if in German or French, an English translation must be appended. Delivery may be made and title passed at the German frontier, a German port or a place within Germany. Full provision must be made in the contract for payment by the foreign purchaser to an account of the Military Governments for Germany (US/UK) on or before the date of delivery.

Every contract must contain the provision that the contract is subject to the issue of an export licence by the Joint/Export Import Agency (US/UK).

World Market Price is Main Basis for Pricing German Exports

The fundamental basis for pricing German exports is the world market price. It is the purpose of the German export program to obtain maximum proceeds for exports within the framework of a sound long-term commercial policy. It is the duty of the German supplier to obtain world market prices for exports. The branch office of the Joint Export-Import Agency (US/UK) scrutinizes contracts to ensure that this has been done.

German exporters receive in reichmarks the legal internal selling price of goods exported plus such legitimate extra costs as are necessarily incurred in producing for export, e.g., special packing and internal transportation costs.

The normal basis of sale is f.o.b. German port, f.o.r./f.o.b. German frontier or f.o.b. German airport. Sales are invoiced in the foreign currency in which the buyer is expected to pay. Countries in the sterling area pay in sterling and, in the case of Canada, payment is made in United States dollars.

The German supplier normally arranges with the purchaser for the establishment of a letter of credit with the purchaser's bank, which notifies the German bank specified by the supplier of the establishment of the letter of credit. The German bank notifies the branch office of the J.E.I.A. that the letter of credit has been established in accordance with the terms of the contract.

When the branch office of the J.E.I.A. receives notification that the credit has been established, an export licence is issued. One original and

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one copy of the licence is sent by the supplier to the German customs and another is sent with the shipping documents relating to the first shipment under the licence by the supplier's German bank to the buyer's bank abroad.

In cases where contracts provide for a series of shipments to be covered by a series of payments, more than one export licence is required. Export licences are valid for six months from the date of issue or for the period specified in the contract within which delivery is to be made. If this is in excess of six months, it may be revoked at any time by the J.E.I.A.

Licences may be renewed for a further period of six months by the branch office of the agency, but applications for further renewals must be referred to the head office.

Canadian purchasers of German goods, before finally entering into commitments to buy, should, of course, satisfy themselves that they have complied with import licence and exchange control regulations at this end.

Where the names of potential suppliers in the combined zones are not known, enquiries may be addressed to the: "Verwaltungsamt fuer Wirtschaft (V.A.W.), Directors' Building, I.G. Farben in Dissolution, Hoechst, Frankfurt-am-Main." or the Canadian Economic Representative.

World Trade Week in Canada Sponsored by Five Leading National Organizations

Observance planned for May 30 to June 5—Arrangements made for establishment of provincial committees to promote ever-increasing consciousness of foreign trade and its importance to the national economy.

"MORE Trade, More Jobs" is the slogan selected for World Trade Week in Canada, which will be observed from May 30 to June 5, 1948. It is sponsored by the Canadian Chamber of Commerce, the Canadian Exporters' Association, the Canadian Section, International Chamber of Commerce, the Canadian Importers and Traders Association and the Canadian Manufacturers' Association, whose members are vitally concerned in the stimulation of interest in the development of foreign trade. The period coincides with the Canadian International Trade Fair, which is being held in Toronto from May 31 to June 12 under the sponsorship of the Canadian Government.

It is proposed that provincial committees be formed in all nine provinces to promote the observance of World Trade Week in Canada, comprising representatives of the five sponsoring bodies. Each provincial committee will be responsible for the creation of municipal committees, which will be furnished with posters and other literature of a promotional character.

In the words of D. P. Hatch, chairman of the national committee, the importance of world trade to Canada cannot be over-emphasized. In a world that is growing more neighbourly, it is important that there be sufficient exports to satisfy the needs of our neighbours and imports to satisfy our own needs. This exchange of goods encourages mutual friendly relations and an appreciation of the problems confronting our neighbours. The purpose of a World Trade Week in Canada is to direct public attention to the potential contribution of world trade to employment and general well-being at home, and to learn from one another what must be done to develop and strengthen participation in that trade.

Co-operation will be sought from the daily newspapers, weekly newspapers, trade papers and other publications, broadcasting companies, boards of education and service clubs. Retail merchants will be encouraged to arrange window displays that will emphasize the dependence of every individual on two-way trade. The assistance of other associations will also be enlisted in an effort to create an ever-increasing consciousness of trade and its contribution to the maintenance of a relatively high living standard.

Exports From Angola at Record Level, But May Suffer From Bag Shortage

Increased domestic production and high prices contribute principally to favourable condition—Portugal purchases approximately 50 per cent of total shipments—Output of fish and fish products substantially higher.

By Trade Commissioner Service, Foreign Trade Service

(Editor's Note—This is the second of three reports on economic conditions in Angola, prepared for publication in *Foreign Trade*. The first appeared in the January 31st issue.)

(One angolar equals one Portuguese escudo; 1,000 angolars equal one conto, which is equivalent to $40·40 Canadian)

EXPANDED domestic production and high prices in foreign markets were the principal factors contributing to the establishment of a new record figure for the export trade of Angola in 1946. Exports totalled 398,631 tons, valued at 962,251 contos, as against 314,689 tons, valued at 637,563 contos in the preceding year, indicating increases of 83,942 tons and 324,688 contos. The continuation of these prosperous conditions depends on the availability of adequate supplies of jute bagging from India. Owing to export restrictions in that country, Angola's quota for the first half of 1947 was only 700,000 bags, weighing some 800,000 kilograms, whereas her annual requirements are approximately 4,000,000 kilograms.

Exports from Angola, by Principal Countries

	1945		1946	
	Tons	Contos	Tons	Contos
Total	314,689	637,563	398,631	962,251
Portugal	158,843	276,731	200,701	391,483
Other Portuguese overseas provinces	22,888	32,687	32,076	46,712
Africa (exclusive of Portuguese territories)	70,813	84,448	52,551	75,911
Asia (exclusive of Portuguese territories)	....	28	1,021	2,405
North America	19,179	60,995	33,536	121,355
South America	....	....	3,005	3,937
Europe	42,441	181,165	75,325	321,851

As indicated by the foregoing figures, exports to Portugal accounted for practically 50 per cent of the total volume exported. However, despite the fact that the volume exported to foreign countries (165,439 tons) is far below the volume of exports to Portugal, the value of exports to the former is much higher than that of exports to Portugal.

This apparently anomalous situation is not due to the quantitative difference in exports to Portugal and to foreign countries but to the fact that prices of exports to Portugal are fixed by economic co-ordination measures and, as a result, they are considerably below those obtained in foreign markets.

Exports from Angola, by Principal Commodities

	1945 Tons	1946 Tons	1945 Contos	1946 Contos
Sugar	37,227	43,959	43,616	51,775
Raw cotton	4,360	7,250	44,926	73,991
Peanuts	411	851	775	1,599
Rice	2,449	3,927	4,874	9,279
Asphalt	870	256	89	30
Rubber	1,199	850	17,983	12,408
Cocoa	103	396	463	1,309
Coffee (including beans unculled and ground)	30,927	46,489	91,501	184,052
Footwear (pairs)	15,135	18,347	448	600
Meat, smoked or otherwise prepared	163	214	1,470	1,924
Wax	1,328	1,926	18,379	29,270
Coconuts	11,305	12,981	14,243	21,702
Fish, canned	1,460	2,341	15,807	24,395
Hides and skins, raw	727	1,250	7,865	12,917
Copper ore	533	3,146	799	612
Manioc	10,883	20,291	8,176	22,039
Diamonds (carats)	801,714	808,443	100,296	139,554
Beans	25,151	35,720	41,966	67,125
Fishmeal	6,553	7,429	5,887	7,615
Corn	105,877	115,088	92,066	105,343
Lumber (not including pine)	1,401	8,849	269	1,445
Pulp	7,376	15,165	21,646	53,902
Gold (kilos)	14	11	323	252
Fish, dried	10,521	10,174	26,852	30,678
Castor beans	4,035	8,740	6,839	15,306
Sisal (including waste)	13,279	14,349	46,513	52,382
Salt (chloride of sodium)	22,465	17,449	2,024	1,696
Tobacco, raw and processed	1,005	1,545	4,162	4,816

Industrial Production Expanding

The improvement in the economy of Angola is most clearly reflected in the progress made by various branches of industry in recent years. Abundance of certain raw materials, improvement in the supply of labour, the protective customs tariff and a favourable balance of payments with countries supplying Angola have encouraged the establishment or projection of new industries.

A new metallurgical plant at Benguela is producing hoes, nails, iron and steel foundry work, tools, etc. The value of production in 1946 is estimated at 925 contos, and stocks at the beginning of 1946 at 344 contos. A large textile mill, with a capital of 49,500 contos, 124 looms and 3,200 spindles, was established at Luanda. It is proposed to install 5,000 more spindles shortly, and plans are being made for further additions. At present, 40 Europeans and 600 natives are employed. The company plans to produce in the near future cotton goods that will be cheaper than those purchased abroad. This will greatly benefit Angola, which in 1946 imported piece-goods and other textile products to a value of 247,523 contos.

Angolan Industrial Production

		1945	1946
Canned fish and other fish products—			
Canned fish	Tons	1,763	1,403
Fish oil	Tons	431	954
Fish meal	Tons	4,197	6,320
Fish guano	Tons	1,102	1,090
Fish in brine	Tons	60	219
Dried fish	Tons	18,831	15,764
Tobacco—			
Cigars and cigarettes	Kilos	865	498
Cigars in boxes	Kilos	39,077	44,440
Cigars, other packing	Kilos	236,477	212,291
Cigars and cigarettes for natives	Kilos	28,911	25,216
Tobaccos, specified	Kilos	74,108	75,140
Sugar—			
Yellow	Tons	39,702	35,051
White	Tons	11,915	15,395

Angolan Industrial Production—*Concluded*

		1945	1946
Alcohol—			
Pure	Litres	136,055	200,782
Fuel	Litres	1,338,015	831,413
Paper—			
Wrapping	Kilos	119,500	78,000
Paper bags	Kilos	53,700	66,600
Cardboard	Kilos	35,000	42,800
Rubber manufactures—			
Shoes, canvas and rubber	Prs.	66,646	86,455
Rubber soles	Prs.	2,081	7,967
Rubber heels	Doz.	3,390	5,063
Reclaimed tires	Units	1,206	249
Miscellaneous	Kilos	1,316	2,382
Absorbent cotton	Kilos	33,178	34,784
Soap	Tons	2,221	2,086
Salt	Tons	49,000	57,000
Cotton textiles—			
Piece-goods	Kilos	6,568	22,139
Blankets	Kilos	....	1,711
Diamonds	Carats	803,887	806,962
Bituminous shale	Tons	6,258	7,458
Rock crystal	Kilos	6,000	n. a.
Copper ore	Kilos	174	n. a.
Mica	Kilos	14,690	n. a.

Output and Exports of Fish Products Higher

The canned fish industry, an important factor in Angolan economy, achieved an unusual measure of prosperity in 1946. At Benguela and Mozamedes, where the most important fisheries of the colony are located, there has been greatly increased activity during recent years, the landed catches being abundant. Despite the shortage of tin, the value of canned fish produced is estimated at 33,922 contos. In Mozamedes particularly, canning factories and fishing methods have been modernized. The combined Mozamedes and Benguela fishing industries sold the following quantities through their syndicate: dried fish, 533,202 bundles (53 304 contos); fish meal, 7,986 tons (22,480 contos); fish oil, 2,251 tons (9,753 contos).

Sales to foreign countries include dried fish to the Belgian Congo, fish meal to South Africa, and fish oil to Belgium. These countries absorb practically the whole of Angolan production.

Bizonia to Import Substantial Quantities Of Raw Materials During First Quarter

Of total of $100,000,000 available, $20,000,000 to be used to buy raw materials for the manufacture of consumer goods for domestic population—Funds accumulated from proceeds of exports—Purchases will comprise items essential to support German economy and to develop export program.

By D. W. Jackson, Canadian Economic Representative

FRANKFURT, January 26, 1948.—The sum of $100,000,000 has been earmarked for the purchase abroad of raw materials for the Bizonal Area of Germany during the first quarter of 1948, according to an announcement of the Joint Export-Import Agency (U.S./U.K.). Of this amount, $20,000,000 is to be used to buy raw materials for the manufacture of consumer goods for the German population in the combined area.

The funds now made available have been gradually accumulated from the proceeds of German exports. No part of these proceeds has been withdrawn to pay for food or to reimburse the United States and

United Kingdom Governments for the enormous advances they have provided for food imports. Food imports as well as fertilizer, seed, petroleum, oil and lubricants are all bought from special appropriations made by the United States and British Governments.

The Verwaltungsamt fuer Wirtschaft, German Economic Administration, has been notified of the availability of the $100,000,000 fund and is already working out a detailed schedule of items required to support the German economy and at the same time develop a greatly expanded export program which draws basic raw materials from this fund.

Imports of Iron and Manganese Ores Included in Program

Among the major items which are to be included in this program are iron and manganese ores required for the 1948 steel production schedule, anticipating an increase in output from current levels in the Bizonal Area of approximately three million to four million tons per year. A minimum outlay of $5,500,000 will be required for this purpose.

Replacement parts for textile machinery, industrial diamonds, Oregon and Swedish pine for the shipbuilding industry, more than one million dollars worth of hides, goatskins and tanning materials, fibres for the handicraft and woodworking industries, ivory, ebony, felt and deer hides for the piano industry, plus a long list of ferrous alloys and non-ferrous metals, are included on the planned import list.

The final schedule of requirements will be procured under a decentralized procedure which entitles German official agencies and manufacturers to import commercial products for specific export programs. Such centralized procurement as is necessary, and overall supervision, will be exercised by the Joint Export/Import Agency. The new imports will serve as the foundation upon which the two zones will be able to build a vastly expanded foreign trade and thus speed up the combined area on the way to self-sufficiency.

Countries Referred to in Trade Charts on Page 406

AFRICA (OTHER THAN BRITISH) AND MIDDLE EAST, for trade statistical purposes, includes.—Abyssinia, Aden, Afghanistan, Algeria, Angola, Belgian Congo, Canary Islands, Cape Verde Islands, Egypt, Eritrea, French Cameroons, French Equatorial Africa, French Morocco, French Somaliland, French West Africa, Ifni, Iran, Iraq, Italian Somaliland, Lebanon, Liberia, Libya, Madagascar, Palestine, Portuguese East Africa, Portuguese Guinea, Reunion, Rio De Oro, Saudi Arabia, Spanish Guinea, Spanish Morocco, Syria, Tripoli, Tunisia, Turkey and Yemen.

CONTINENTAL EUROPE, for trade statistical purposes, includes.—Albania, Austria, Azores, Belgium, Bulgaria, Cyprus, Czechoslovakia, Denmark, Eire, Estonia, Finland, France, Germany, Greece, Hungary, Italy, Latvia, Lithuania, Madeira, Malta, Netherlands, Norway, Poland, Portugal, Roumania, Russia, Spain, Sweden, Switzerland, Yugoslavia

Firms who can afford it frequently establish their own Export Department under a competent export manager, or, in smaller firms, an export clerk, who is responsible to a senior executive of the firm. The export manager looks after all phases of the export trade, and, if possible, visits the company's markets or a portion of them, each year or two, in order to maintain close relationship with their agents and customers abroad. *(See our ABC of Canadian Export Trade, page 13.)*

South Africa Imported More Fish From Canada During Past Year

Value of imports estimated at $2,500,000 in 1947 as compared with prewar average of between $350,000 and $650,000—Salmon, sardines and herrings or pilchards most popular types of canned fish—Personal attention required by Canadian canners to develop permanent market.

By D. S. Armstrong, Assistant Commercial Secretary for Canada

JOHANNESBURG, January 30, 1948.—Canada's trade with South Africa in fish—fresh, frozen, smoked, pickled and canned—reached an estimated $2,500,000 in 1947, as compared with the prewar average of between $350,000 and $650,000. The increase is partly due to the almost complete dearth of imported fish products during the five years prior to 1947 and partly to the rise in prices of more than 100 per cent. On a volume basis Canadian exports were between 44,000 cwt. in 1935 and 77,000 cwt. in 1939 as compared with only 846 cwt. in 1944 and 7,356 cwt. in 1945 and an estimated 136,000 cwt. in 1947. Official statistics clearly illustrate the phenomenal price change that has occurred. On a value basis, one dollar would buy 11·8 pounds of Canadian fish in 1939 but only 5·5 pounds in 1947.

The three most popular types of canned fish are salmon, sardines and herrings or pilchards. An analysis of statistics of prewar years shows that between 1935 and 1939 shipments of canned salmon increased from 19,705 cwt., valued at $170,198, to 34,559 cwt. valued at $279,287; canned sardines increased from 19,479 cwt., at $155,551, to 30,839 cwt., at $277,659; canned herrings increased from 4,685 cwt., at $31,789, to 11,340 cwt., at $88,226. Canadian exports of sardines to South Africa in 1947, estimated at 34,672 cwt., more than equals those in 1939, but salmon fell to only 10 per cent of prewar figures. The difference is made up of herrings, exports of which are estimated at 94,490 cwt.

Canadian Canned Fish Must Compete with Other Supplies

At the present time there are no restrictions on imports into South Africa from any country. Consequently Canadian packers and exporters must meet the competition of all nations able to make shipments of canned fish. In the past Canada has been very successful in meeting this competition. This is illustrated by the fact that Canada supplied South Africa with 45 to 50 per cent of her total import requirements. In the future, Canada's ability to meet competition will depend not only on quality and price but on good merchandising methods, as well as the allocation of sufficient quantities, particularly of salmon, to meet the demand.

Although Japan was an important supplier of the cheaper grades of canned salmon in prewar years, orders now are almost without exception being placed in Canada. In the past few months, however, because of the shortage, some buying has been done in the United States. With prices for salmon almost trebled, Canada cannot, under present conditions, expect to hold her prewar volume of sales for any length of time. The purchasing power of the average South African has not increased in proportion and therefore it is only natural to expect that he will turn to cheaper varieties—probably local types.

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Canada is Largest Supplier of Sardines

Canada is the largest supplier of sardines to South Africa but, unlike salmon, there is a good deal of competition particularly from Norway, Portugal and France. Canadian sardines, being cheaper than those from other countries, find a large market with South Africa's native population. Here again sardine prices have increased out of all proportion to the buyers' purchasing power. Thus under present conditions we cannot expect to maintain our prewar volume of sales if there are cheaper forms of food available. Norwegian brislings and silds are second in popularity but that country has not been able to fill the demand. In 1947 it is estimated that Norway shipped 25,000 cases to South Africa, but this was only 25 per cent of the orders placed, although "normal" demand is about 50,000 cases. Portuguese sardines maintained a high volume of sales to South Africa during the later war years when canned sardines were not available from any other source. Prices however, quadrupled between 1939 and 1945 and as a consequence some importers lost confidence in Portugal as a supplier. The latest South African statistics indicated that Portugal supplied 42,120 cases in 1945 while "normal" demand is reliably estimated at only 12,000 cases. It is interesting to note however, that in that year Portugal supplied 80 per cent of South Africa's total imports whereas in 1939 it supplied only 2·4 per cent. French sardines find a limited market in South Africa but because of price, the retail trade considers these as a luxury item. Normal imports are estimated to be between 2,000 and 3,000 cases annually.

The third most popular type of canned fish is herrings. In prewar years canned herrings and pilchards constituted 12 per cent of our total exports to South Africa. In 1947, however, the figure will be about 70 per cent due to the scarcity of canned fish of all types in South Africa, the small allocation of salmon, and the relatively free supply position of herrings in Canada. The South African market, however, is very near the saturation point at the present time and it is considered that buying will not be heavy in 1948. Considerable quantities of Pacific coast herrings were shipped from Canada in 1948 but the trade in South Africa did not consider these up to the usual standard of Canadian fish generally. In addition to Canada as a source of supply, herrings are imported from the United Kingdom and small quantities from Norway.

Although sardines in oil are far more popular than sardines packed in tomato sauce, herrings in oil are not volume sellers in the Union. The demand is for herrings in tomato sauce.

Can Broguing and Vacuum Packing Source of Complaints

There are two aspects of Canadian fish canning methods which have given rise to a good deal of trouble and complications when they have been used in shipments to South Africa. These are broguing and vacuum packing. The South African law definitely prohibits the sale in the Union of tins which have been punctured and resoldered. Under sub-section J of Section 115 of the Public Health Act (No. 56) of 1919, a Government Gazette notice entitled "Unsound Foodstuffs" was published on May 16, 1933. This reads in part as follows: "(Any tin of foodstuffs) . . . which is damaged so that it leaks or otherwise becomes unsealed, or shows evidence of having been punctured and the puncture resoldered (may not be kept, sold, offered or exposed for sale)." No matter how ethical the practice of broguing may be in Canada, it can only lead to trouble if such tins are exported to the Union. The public health authorities, who are entrusted with the enforcement of this law, are unable, without a good deal of investigation, to determine definitely whether the broguing has been done locally or before arrival in the Union. If it is proved that the

Canned salmon awaiting shipment from Vancouver. Canadian sales of fish to South Africa have greatly increased from the prewar average of between $350,000 and $650,000 to an estimated $2,500,000 last year.

puncturing was carried out in Canada, they still have doubts as to the reason for it. Some local authorities might have a chemical analysis carried out, but more likely the procedure would be to simply condemn the consignment as unfit for human consumption.

Vacuum packing is a desirable if not a necessary factor in fish canning to keep the ends of the tins collapsed and to reduce chemical activity. The effects of increasing temperature and increasing altitude are additive in destroying a vacuum. Consequently when canned fish, which is usually packed at sea level, is shipped to South Africa, it generally undergoes several temperature changes. Although this is an important feature which exporters sometimes overlook, far more serious situations often arise when the tinned fish is shipped to high-altitude inland areas. Some 60 per cent to 70 per cent of the buying population of South Africa lives at altitudes of from 3,000 to 6,000 feet. Johannesburg, Pretoria and the Reef centres (i.e. those cities and towns concentrated along the 60-mile length of the Witwatersrand gold mining area) at an average altitude of 5,500 feet, have a total population of well over 1,500,000, including almost 750,000 whites. Canadian fish packers and exporters might well give special attention to the ultimate destination of their shipments and increase the vacuum in those consignments destined to inland centres in South Africa.

The fact that insufficient thought has been given to this matter is borne out by the number of complaints that have been brought to the attention of Canada's Foreign Trade Office in Johannesburg. Few complaints have been lodged by importers in the coastal centres. Although a decrease in vacuum as a result of lower atmospheric pressure at high altitudes may not affect the contents of the tin, the mere fact that the can bulges or becomes a "flipper" does not enhance its appearance in the mind of the retail grocer or the housewife and it may make the municipal health inspector condemn the whole consignment on the grounds that it contains "blown" tins.

When canned fish was in short supply and a great demand existed in South Africa, merchants accepted offers and placed orders almost indiscriminately without reference to a sample or to suppliers' bona fides. This led to enough trouble to make importers more cautious in their buying methods. The supply position has now changed entirely and it is noticed that importers are definitely not in favour of placing orders with any overseas firm except actual packers through their accredited local agents. As offers from direct factory representatives become more frequent, buying through factor houses in Canada and other countries is bound to fall away. The development of a permanent market in South Africa by Canadian fish canners requires strict personal attention to export business.

Canadian Exports for January Higher on Basis of Values

Shipments totalled $235,000,000, compared with $208,000,000 in corresponding month last year—Sharp rise in exports to United States, and improvement in purchases by Great Britain—Pakistan makes appearance in monthly trade bulletin—Burma's independence recognized.

BURMA has been transferred from the list of countries specified as "British" in the most recent monthly trade bulletin published by the Dominion Bureau of Statistics, and now appears under those specified as "foreign". However, as the total value of Canada's trade with Burma last year was only $826,000, the change will have little effect on the geographical grouping. Pakistan has received recognition in this bulletin, as apart from India, though the value of Canada's exports to that country in January was only assessed at $9,000, as compared with $1,655,000 for India. It is more than probable that a proportion of the goods destined for India will find their way into Pakistan. Singapore and the Federation of Malaya are still grouped under the heading of British Malaya.

Canadian exports for the month of January were valued at $235,400,000, which is quite a substantial advance over the corresponding figure for last year, amounting to $208,600,000. Shipments to the United States rose sharply from $79,453,000 in January, 1947, to $104,999,000 last month. Exports to the United Kingdom were also higher, the respective figures being $50,465,000 and $64,948,000. Canada's trade with South Africa declined, however, from a value of $6,174,000 in January, 1947, to $4,128,000 last month. A similar situation developed with respect to Australia, exports having decreased from a value of $4,362,000 last year to $2,013,000 in January, 1948. This total is lower even than that for the corresponding month in 1938, when prices were less than those generally prevailing at this time.

Exports to the twenty Latin American republics were only 52 per cent of those for January last year, the respective totals being $15,060,000 and $7,878,000. The largest decline occurred in Canada's trade with Argentina. Shipments to Mexico were higher, on the other hand. Among the European countries, shipments to Czechoslovakia, Italy and Norway displayed a substantial improvement in value.

Any analysis of these trade statistics must necessarily be deficient, as the price fluctuations during 1947 had a material effect on the listed values. Until such time as comparative figures can be made available on the actual quantities of the various commodities exported to different countries, no indication of the trend of Canada's trade can be given.

Canadian Exports, by Areas

Geographic Areas	January			January—December		
	1938	1947	1948	1938	1946	1947
British Countries	(Millions of Dollars)					
United Kingdom and Europe	34·4	51·6	65·5	344·5	610·5	775·8
America	1·8	11·0	11·4	22·5	99·4	136·8
Africa	1·3	7·1	4·8	17·8	77·0	85·0
Asia	0·7	3·9	3·6	8·1	63·1	71·8
Oceania	4·4	5·3	3·2	49·8	54·7	99·0
Total British Countries	42·6	78·9	88·5	442·9	904·7	1,168·5
Foreign Countries						
United States and Possessions	20·1	79·7	105·5	272·3	894·0	1,040·8
Latin America	1·3	15·1	7·9	17·4	92·6	129·8
Europe	3·5	23·2	26·5	73·3	321·5	347·8
Other Foreign	2·8	11·7	7·0	31·8	99·4	88·0
Total Foreign Countries	27·7	129·7	146·9	394·7	1,407·5	1,606·4
Total Domestic Exports	70·3	208·6	235·4	837·6	2,312·2	2,774·9

Canadian Exports, by Countries

Country	January			January—December		
	1938	1947	1948	1938	1946	1947
British Countries	(Thousands of Dollars)					
Europe:						
United Kingdom	33,570	50,465	64,948	339,689	597,506	751,198
Eire	799	506	475	4,439	7,956	17,598
Gibraltar	.....	45	.....	7	334	252
Malta	73	546	70	403	4,671	6,705
Total Europe	34,442	51,562	65,493	344,538	610,467	775,753
America:						
Newfoundland	525	4,276	3,933	8,403	38,229	55,085
Bermuda	102	520	378	1,414	3,805	5,108
Barbados	94	712	631	1,077	6,205	9,063
Jamaica	366	1,275	2,141	4,442	15,500	18,214
Trinidad and Tobago	343	2,116	2,311	3,714	19,140	26,354
Bahamas	189	461	444	1,778	8,341	3,688
Leeward and Windward Islands		640	537			7,592
British Honduras	22	173	135	280	1,110	1,375
British Guiana	107	817	910	1,398	7,109	10,273
Falkland Islands	.....	.....	.....	1	2	39
Total America	1,748	10,990	11,420	22,507	99,441	136,791
Africa:						
Northern Rhodesia	876	16	10	15,547	68,633	450
Union of South Africa		6,174	4,128			66,674
Other British South Africa		1	.....			15
Southern Rhodesia	92	366	134	1,074	3,284	7,369
Gambia	2	14	6	20	63	66
Gold Coast	5	94	127	184	871	1,652
Nigeria	7	89	79	81	1,021	2,285
Sierra Leone	23	106	61	192	410	811
Other British West Africa	.....	2	.....	.....	.....	2
British Sudan	185	.....	1	210	510	1,028
British East Africa	83	259	299	676	2,220	4,682
Total Africa	1,273	7,121	4,845	17,984	77,012	85,034

Canadian Exports, by Countries—*Continued*

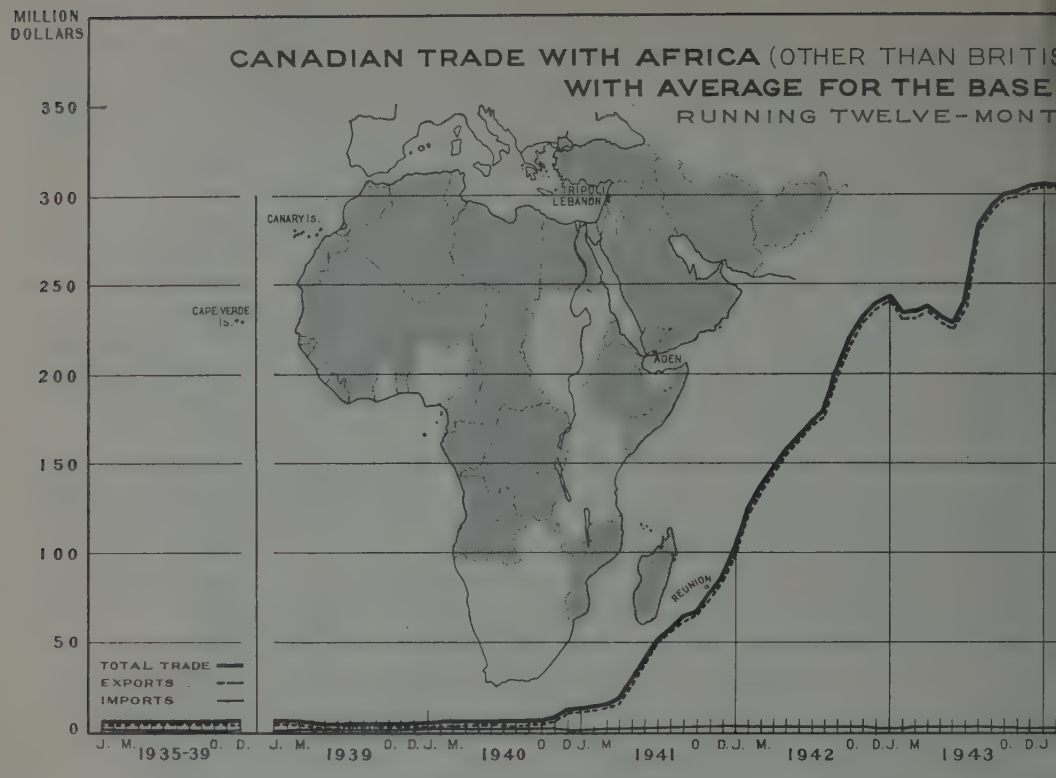
Country	January			January—December		
	1938	1947	1948	1938	1946	1947
BRITISH COUNTRIES—*Con.*	(Thousands of Dollars)					
Asia:						
India	211	2,218	1,655	2,863	49,046	42,947
Pakistan			9			
Burma*	5	180	.....	123	442	823
Ceylon	18	127	179	192	2,140	4,079
Aden	4	17	36	89	256	1,602
British Malaya	335	700	530	2,448	3,244	7,464
Other British East Indies	.....	4	.....	5	51	9
Hong Kong	138	379	960	2,223	4,362	6,398
Palestine	11	315	241	164	3,562	8,473
Total Asia	722	3,940	3,610	8,107	63,083	71,795
Oceania:						
Australia	3,156	4,362	2,013	32,982	38,194	60,294
New Zealand	1,156	847	1,021	16,371	16,110	37,386
Fiji	65	92	123	367	375	1,386
Other Oceania	11	5	4	45	20	63
Total Oceania	4,388	5,306	3,161	49,765	54,699	99,129
TOTAL BRITISH COUNTRIES	42,573	78,919	88,529	442,902	904,701	1,168,501
FOREIGN COUNTRIES						
United States and Possessions:						
United States	20,043	79,453	104,999	270,461	887,941	1,034,226
Alaska	6	39	12	120	276	300
American Virgin Islands	2	13	4	34	110	160
Guam	3	.....	43	3	5	199
Hawaii	80	24	278	1,364	2,758	3,299
Puerto Rico	10	179	117	329	2,926	2,605
Total United States and Possessions	20,144	79,708	105,453	272,311	894,016	1,040,789
Latin America:						
Argentina	155	5,189	1,428	4,675	14,039	31,697
Bolivia	7	64	66	117	529	567
Brazil	297	1,781	1,450	3,522	24,602	31,660
Chile	56	303	158	604	3,565	4,392
Colombia	82	1,193	810	1,270	8,930	9,950
Costa Rica	10	317	91	99	873	1,780
Cuba	83	857	884	1,186	5,270	7,502
Ecuador	2	275	68	52	801	1,626
Guatemala	6	289	88	120	928	1,630
Haiti	3	224	61	120	1,121	1,366
Honduras	15	82	52	170	624	641
Mexico	228	756	1,018	2,340	10,536	11,701
Nicaragua	2	85	29	75	366	590
Panama	32	261	198	304	1,502	1,882
Paraguay	2	15	7	11	85	153
Peru	100	1,104	280	892	3,080	3,695
Salvador	4	155	52	47	454	665
San Domingo	7	152	121	296	1,541	1,914
Uruguay	54	368	218	216	2,671	3,371
Venezuela	121	1,590	799	1,256	11,086	12,989
Total Latin America	1,266	15,060	7,878	17,372	92,603	129,771
Europe:						
Albania	1	23	17	8	122	505
Austria	3	327	471	8	3,679	3,070
Belgium	404	1,775	1,609	9,555	63,626	52,749
Bulgaria	.....	8	48	9	9	14

*See Foreign Countries from January 1, 1948.

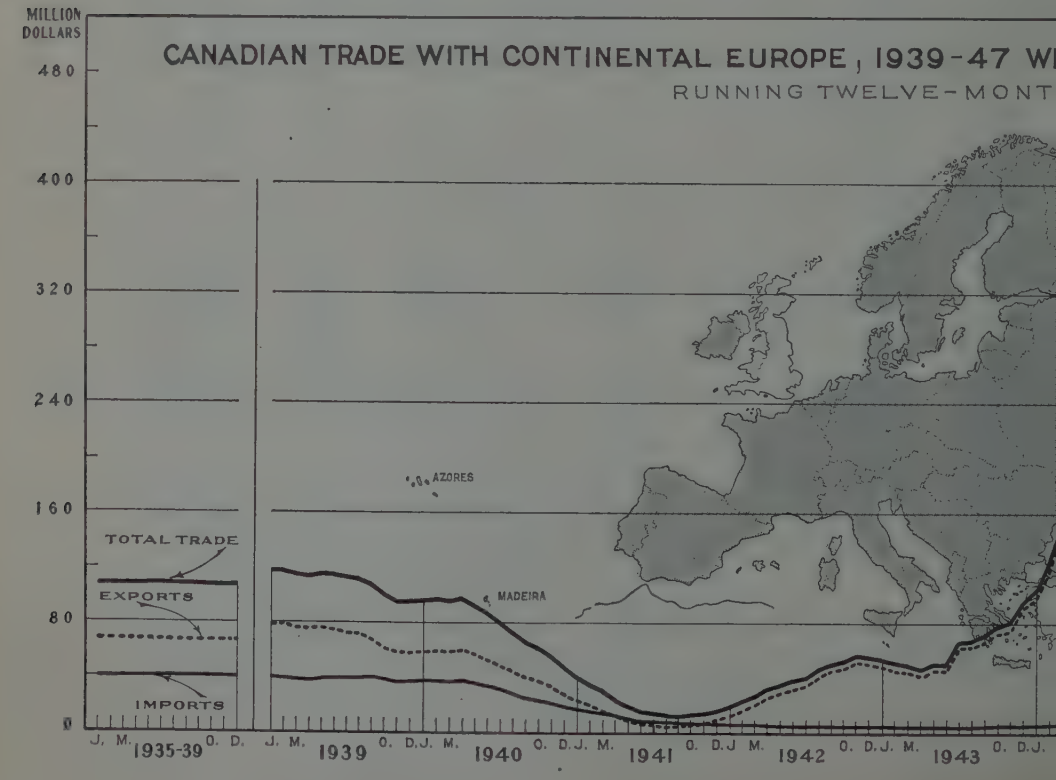
Canadian Exports, by Countries—*Concluded*

Country	January			January—December		
	1938	1947	1948	1938	1946	1947
FOREIGN COUNTRIES—*Con.*	(Thousands of Dollars)					
Europe—Con.						
Czechoslovakia	60	588	2,290	3,164	9,871	13,779
Denmark	49	79	126	1,527	1,527	4,328
Estonia	.....	.....	.....	2	.....	.....
Finland	17	51	256	482	507	1,212
France	869	7,441	8,484	9,152	74,380	81,058
Germany	644	284	844	18,261	6,867	6,690
Greece	.....	936	810	1,565	9,738	5,440
Hungary	.....	11	195	4	1,063	946
Iceland	.....	165	78	18	3,123	2,485
Italy	84	618	2,758	1,745	20,387	35,688
Latvia	1	.....	.....	276	.....	.....
Lithuania	.....	.....	.....	912	.....	.....
Netherlands	800	3,562	2,248	10,267	33,883	55,940
Norway	353	1,728	2,879	7,854	19,267	20,320
Poland	51	1,266	262	1,035	22,501	15,380
Portugal	16	429	352	135	2,662	3,502
Azores and Madeira	.....	30	23	4	71	392
Roumania	16	.....	89	42	.....	103
Soviet Union	.....	529	43	937	17,705	4,866
Spain	.....	59	9	101	695	941
Sweden	46	1,198	741	5,411	9,133	17,461
Switzerland	85	260	1,700	736	8,636	14,196
Yugoslavia	1	1,839	167	12	12,030	6,729
Total Europe	3,500	23,205	26,499	73,219	321,483	347,794
Other Foreign Countries:						
Abyssinia	.....	12	4	.....	30	94
Afghanistan	.....	.....	4	.....	1	36
Belgian Congo	22	128	136	106	1,201	1,292
Burma*	.....	.....	18	.....	.....	.....
China	139	4,310	3,700	2,885	42,915	34,984
Greenland	.....	29	1	.....	234	128
Egypt	16	1,340	14	396	15,086	10,922
French Africa	7	323	443	804	8,945	4,598
French East Indies	2	7	21	28	269	858
French Guiana	.....	1	15	6	180	264
French Oceania	14	4	3	80	121	230
French West Indies	4	214	13	172	1,278	1,743
Madagascar	1	2	27	9	263	176
St. Pierre and Miquelon	11	45	134	270	784	1,158
Iraq	6	25	8	40	3,231	2,160
Tripoli	.....	.....	1	.....	.....	5
Other Italian Africa	.....	.....	.....	.....	3	7
Japan	2,142	371	509	20,770	1,027	559
Korea	.....	.....	9	.....	126	30
Liberia	2	17	2	20	67	144
Morocco	3	176	46	97	1,169	1,447
Netherlands East Indies	65	592	611	902	6,833	5,807
Netherlands Guiana	3	43	67	39	746	826
Netherlands West Indies	17	72	197	204	1,399	1,844
Iran	.....	70	41	80	431	946
Philippine Islands	141	3,284	748	1,465	8,901	10,448
Portuguese Africa	209	223	170	1,395	2,128	1,898
Portuguese Asia	.....	.....	10	1	76	147
Siam	2	6	22	20	58	415
Canary Islands	.....	6	1	3	333	46
Spanish Africa	.....	.....	.....	.....	.....	62
Syria	8	74	33	64	228	2,546
Turkey	.....	373	17	1,916	1,618	2,229
Total Other Foreign	2,814	11,747	7,025	31,772	99,411	88,049
TOTAL FOREIGN COUNTRIES	27,724	129,720	146,855	394,681	1,407,514	1,606,401
TOTAL DOMESTIC EXPORTS	70,300	208,639	235,384	837,584	2,312,215	2,774,902

*See British Countries prior to 1948.



A list of countries included for trade statistical purposes, in these charts for Conti



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THE MIDDLE EAST, 1939-47
1935-39
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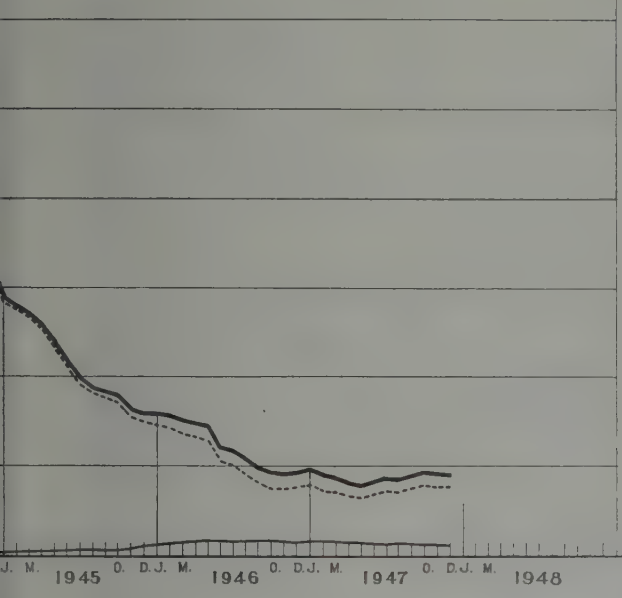
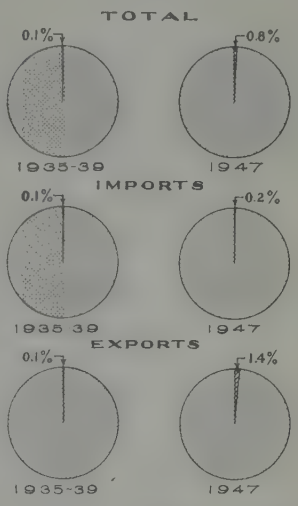


RELATIVE PROPORTIONS OF TRADE
WITH
AFRICA (OTHER THAN BRITISH)
AND THE MIDDLE EAST
TO
TOTAL CANADIAN TRADE
AVERAGE FOR THE BASE PERIOD 1935-39
COMPARED WITH
LATEST COMPLETED CALENDAR YEAR



pe, Africa (other than British) and Middle East, will be found on page 398.

Prepared by Dominion Bureau of Statistics

AGE FOR THE BASE PERIOD, 1935-39
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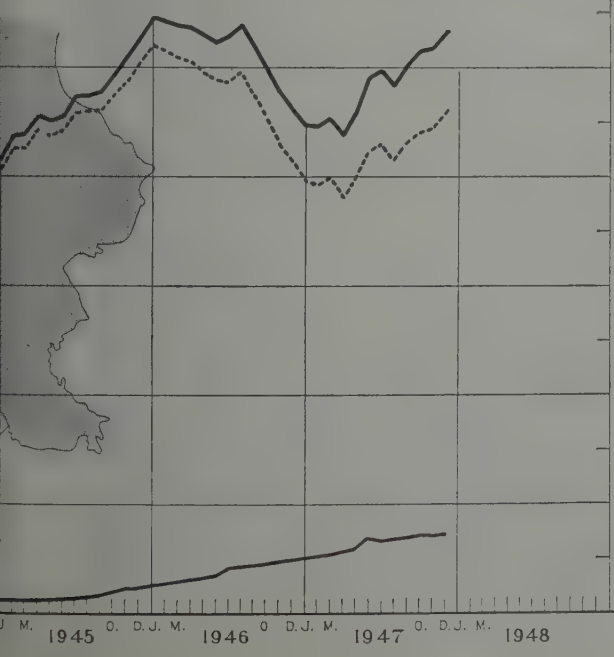
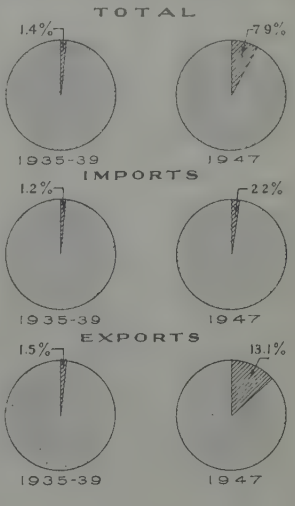


RELATIVE PROPORTIONS OF TRADE
WITH
CONTINENTAL EUROPE
TO
TOTAL CANADIAN TRADE
AVERAGE FOR THE BASE PERIOD 1935-39
COMPARED WITH
LATEST COMPLETED CALENDAR YEAR



Canadian Exports, by Commodities

Commodity	January			January—December		
	1938	1947	1948	1938	1946	1947
	(Millions of Dollars)					
Agricultural, Vegetable Products	18·0	56·9	53·3	190·9	578·5	683·7
Animals and Animal Products	11·9	28·5	36·6	118·1	358·5	331·4
Fibres, Textiles and Products	0·9	3·3	3·3	13·1	53·8	49·3
Wood, Wood Products and Paper	14·9	58·9	72·1	211·6	625·6	886·2
Iron and Products	5·6	21·4	19·2	60·1	227·5	273·2
Non-Ferrous Metals and Products	14·6	22·5	31·4	179·7	247·8	303·9
Non-Metallic Minerals, Products	1·7	5·5	6·2	25·0	57·4	74·6
Chemicals and Allied Products	1·4	6·7	7·3	19·5	67·6	83·8
Miscellaneous Commodities	1·3	5·0	5·9	19·6	95·7	88·7
TOTAL DOMESTIC EXPORTS	70·3	208·6	235·4	837·6	2,312·2	2,774·9
	(Thousands of Dollars)					
Agricultural, Vegetable Products:						
Fruits	1,176	1,807	332	13,085	15,124	14,890
Vegetables	191	1,094	1,033	6,504	13,754	17,557
Wheat	8,922	22,770	19,269	89,394	250,306	265,200
Grains, other	1,009	3,165	6,273	12,892	44,724	49,103
Flour of wheat	1,692	13,737	10,608	17,638	126,733	196,578
Farinaceous products, other	902	1,743	1,479	11,976	18,971	18,750
Sugar and products	49	506	263	2,015	4,120	7,650
Alcoholic beverages	1,056	3,049	2,450	10,942	36,296	28,478
Vegetable fats and oils	11	783	738	162	5,346	6,497
Rubber and products	1,164	3,218	2,772	14,905	22,477	33,125
Seeds	356	2,706	5,978	3,011	13,228	16,693
Tobacco	1,285	987	809	5,501	6,446	14,157
Vegetable products, other	236	1,367	1,295	2,871	20,963	15,018
Total	18,049	56,932	53,299	190,897	578,488	683,697
Animals and Animal Products:						
Cattle	465	808	1,336	9,232	18,015	14,980
Other animals, living	127	99	665	1,409	5,184	5,034
Fish and fishery products	2,537	7,554	8,499	26,530	86,486	82,359
Furs and products	3,607	3,154	3,913	14,097	32,291	29,048
Leather and products	327	1,878	1,897	5,648	16,938	20,318
Bacon and hams	3,301	4,693	7,442	30,906	66,389	62,081
Meats, other	416	7,090	5,719	5,403	62,547	40,776
Cheese	63	467	1,310	11,874	21,948	14,162
Milk products, other	255	693	832	4,346	12,975	15,538
Eggs, shell and processed	12	1,214	3,564	498	26,772	36,968
Animal products, other	774	860	1,459	8,193	8,928	10,181
Total	11,884	28,509	36,637	118,136	358,473	331,445
Fibres, Textiles and Products:						
Cotton products	246	743	889	2,615	10,551	11,238
Flax, hemp and jute products	8	51	120	103	2,449	1,115
Wool and products	106	690	519	1,326	18,945	8,863
Artificial silk and products	192	766	817	2,270	8,293	11,761
Textile products, other	381	1,016	980	6,741	13,522	16,332
Total	933	3,266	3,326	13,055	53,760	49,347
Wood, Wood Products and Paper:						
Planks and boards	2,487	13,024	16,930	35,887	125,391	208,375
Pulpwood	668	2,124	2,787	13,642	28,731	34,529
Unmanufactured wood, other	1,460	3,813	5,784	17,641	55,763	78,950
Wood pulp	2,150	11,916	15,260	27,731	114,021	177,803
Manufactured wood, other	376	564	587	2,889	7,971	7,963
Newsprint paper	6,817	24,913	27,872	104,615	275,875	342,293
Paper, other	893	2,096	2,577	8,258	21,573	30,840
Books and printed matter	65	488	330	950	6,276	5,439
Total	14,916	58,938	72,128	211,613	625,591	886,192
Iron and Products:						
Iron ore	.....	5	.....	1	4,353	6,023
Ferro-alloys	157	1,306	1,848	1,306	9,485	21,545
Pigs, ingots, blooms, billets	605	238	164	2,566	3,328	4,080

Canadian Exports, by Commodities—*Concluded*

Commodity	January			January—December		
	1938	1947	1948	1938	1946	1947
	(Thousands of Dollars)					
Iron and Products—Conc.						
Rolling mill products	82	356	1,022	4,769	7,528	10,935
Locomotives and parts	.....	1,684	2	241	26,981	15,672
Farm machinery and implements	768	2,200	5,466	7,790	28,662	42,238
Hardware and cutlery	94	451	434	2,239	4,176	5,693
Machinery (except farm)	987	2,496	4,258	9,783	15,535	41,022
Automobiles, freight	867	6,315	597	6,924	43,201	37,918
Automobiles, passenger	1,105	2,738	1,655	14,311	13,993	33,579
Automobile parts	375	1,946	1,477	2,679	21,110	20,142
Railway cars and parts	7	36	11	159	26,342	3,368
Iron products, other	518	1,654	2,307	6,371	22,779	30,941
Total	5,565	21,425	19,243	60,139	227,473	273,156
Non-ferrous Metals and Products:						
Aluminium and products	752	3,051	7,535	23,744	56,030	63,956
Brass and products	94	283	349	1,089	3,373	3,875
Copper and products	3,951	3,492	6,540	53,315	37,005	59,298
Lead and products	943	1,812	2,518	8,983	16,846	30,945
Nickel	5,579	5,108	8,016	52,496	55,205	60,443
Precious metals, except gold	1,690	2,460	2,235	22,955	21,469	22,581
Zinc and products	1,045	4,034	1,903	9,816	27,769	30,193
Electrical apparatus, n.o.p.	321	1,419	1,436	4,114	20,939	19,135
Non-ferrous products, other	198	795	838	3,152	9,174	13,512
Total	14,573	22,454	31,370	179,664	247,180	303,937
Non-Metallic Minerals, Products:						
Asbestos and products	693	2,150	2,733	13,317	24,481	32,969
Coal	193	467	873	1,541	5,946	5,621
Petroleum and products	20	745	596	878	4,622	6,884
Abrasives, artificial, crude	376	1,186	883	3,774	11,727	13,110
Non-metallic products, other	401	922	1,127	5,504	10,585	16,030
Total	1,683	5,470	6,212	25,013	57,361	74,614
Chemicals and Allied Products:						
Acids	98	268	409	1,354	2,060	3,713
Medicinal preparations	91	416	317	1,566	5,343	4,400
Fertilizers	504	3,147	3,504	7,066	32,108	34,386
Paints and varnishes	74	529	476	910	4,407	7,346
Calcium compounds	35	100	237	488	2,813	2,202
Soda and sodium compounds	290	384	361	4,000	4,414	5,232
Chemical products, other	305	1,827	1,955	4,111	16,444	26,526
Total	1,397	6,671	7,259	19,496	67,589	83,804
Miscellaneous Commodities:						
Toys and sporting goods	12	145	56	526	1,802	1,889
Films	241	258	247	3,527	2,510	3,305
Ships and vessels	50	478	2,046	218	17,856	23,965
Aircraft and parts	32	791	732	2,799	9,507	5,900
Electrical energy	435	452	362	4,183	7,070	5,611
Miscellaneous consumer goods	157	848	334	2,133	9,121	11,039
Miscellaneous, other	217	748	914	3,630	7,519	14,852
Donations and gifts	.....	432	450	.....	30,163	10,627
Non-commercial articles	157	822	772	2,556	10,124	11,523
Total	1,301	4,974	5,911	19,571	95,672	88,710

FAO Will Assume Allocation Functions

Provision has been made for the food allocation functions of the International Emergency Food Council to be taken over by the FAO Council. The transfer will take place when a majority of the 35 member governments of IEFC have approved a resolution by that body dissolving itself.

Portugal Developing Transport And Communication Facilities

Ports of Lisbon and Leixões being renovated, enlarged and re-equipped—Plans being studied for complete or partial electrification of railways—New ships ordered for merchant navy—Lisbon important in international aviation.

By L. S. Glass, Canadian Trade Commissioner

(Editor's Note—This is the last of a series of articles on economic conditions in Portugal, the first two of which appeared in the January 17th and February 14th issues of *Foreign Trade*.)

LISBON, December 4, 1947.—During the war years, the port facilities of Portugal, particularly at the two main ports of Lisbon and Leixões, fell into bad repair, due primarily to the lack of necessary machinery and equipment. Both these ports are now being renovated, enlarged and re-equipped with modern up-to-date facilities. The country unfortunately lacks adequate deposits of coal, which means that fuel for the railways must be imported either as fuel oil or as coal. The Portuguese terrain is mountainous, and these two factors tend to increase cost of transportation, which in itself is a restraining factor on the amount of traffic which is offered. During the war years, practically no replacements of rolling stock or permanent way were available, and the condition of the rail transportation deteriorated badly. Plans are now under study for the complete or partial electrification of the Portuguese railways. This will depend to a considerable extent on the completion of the hydro-electric installations, but in the meantime considerable replacement and renovation of existing material is necessary.

Lack of repair materials have made it impossible for the roads of Portugal to be kept in good repair. Nothing of a spectacular nature is being undertaken in this respect, but gradual improvement is noted. Bids are now being called for the supply and erection of the long-talked-of suspension bridge over the river Tagus. Canadian firms have already been invited to tender on this important project.

Merchant Navy Important Adjunct to Economy

Portugal's merchant navy is an important adjunct to the national economy, particularly for the movement of the produce of the colonies, and for imports into the continental territory from foreign countries. Although practically no losses were suffered during the war, the navy fell into disrepair, and no additions of any importance were made to the fleet. Portuguese shipyards are active and efficient, but have no facilities for constructing ships of more than a few hundred tons.

Portugal is now making up for lost time, and besides purchases of operating vessels, including some "Libertys", order for new ships have been placed with shipyards in the United Kingdom.

Lisbon Stragetic Spot in International Aviation

Portugal holds a very strategic spot in international aviation, with Lisbon the focal point for all traffic between the west and Mediterranean and Far East points. A modern and efficient airport has been constructed just outside Lisbon, capable of handling all international traffic. Civil air

agreements have already been signed with nearly every country operating international air services.

Although the Portuguese have always been among the pioneers of aviation, its development within the country has been almost negligible, with the exception of military and naval flying. Only one domestic civil line has been operated within the country, from Lisbon to Oporto, and this had to cease operating because of lack of traffic. Portugal is, of course, comparatively small, with a population of only eight and a half millions and a low average income. This reduces the number of the flying public, and with the improvement which is taking place in rail service, air services are more or less superfluous.

Private flying is but little developed, and air fields are few and really take the form of emergency rather than operational fields. In addition, they are not located conveniently for civilian flying. It is hard to say whether this has curtailed the development of private flying, or the lack of the flyer-owners has discouraged the construction of flying facilities. The low average income is also a deterrent, and it is felt that in the field of aviation a number of years must pass before any real development will take place.

Internationally, Portugal operates only one service to Madrid, but there has been activity in air services to and between the Portuguese African colonies. Regular services are now in operation, with the promise of further developments in the future. "Bush hopping" is also growing in the colonies as facilities increase, and, although sport flying is relatively rare, the numbers of owner-flyers are growing.

Radio is Well Developed

Radio is well developed in Portugal, where government and privately owned stations operate side by side on both medium and shortwave bands. Only standard receivers are in use, since television and F.M. have not yet arrived. Portugal has no important production of receiving sets, and practically all are imported. Before the war, Europe supplied the entire market, but recently American sets have been imported. These have been favourably received, although often they are not sufficiently selective to give the desired results when operating on the jammed waves of European stations.

With the exception of the urban telephone systems of Lisbon and Oporto, all communications within the country are a state monopoly. Radio, wireless and cable companies operate under a concession of the government. All messages for transmission are despatched through the post offices, and paid for to the Government who, after deducting the state tax, pay the companies for the service. Service is good, but the telephone systems have suffered from lack of equipment, and would-be subscribers must wait up to twelve months before apparatus becomes available for installation. There is a heavy demand, both for central stations and for telephone apparatus.

"Tulipfestival" Advanced Due to Early Spring

The Hague, February 17, 1948—(FTS)—Due to the fact that an early spring is expected in Northwest Europe, the "Tulipfestival" scheduled for May 18-21 in The Hague will be held from April 20-23. This festival was planned to take place in connection with the jubilee celebrations of Her Majesty the Queen of the Netherlands and the septicentenary of The Hague.

South African Mines Purchased More Stores During 1946

Total value of £44,080,478 compared with £33,532,618 in 1944 and £31,759,741 in 1943—Gold mines are main buyers accounting for 85·2 per cent of the total.

By J. H. English, Commercial Counsellor for Canada

JOHANNESBURG, January 5, 1948.—An increase of over £10,000,000 in the value of stores purchased by the mines of South Africa for the year 1946 over the previous recorded year 1944 has been reported by the Union Department of Mines. Total value of 1946 purchases was £44,080,478 compared with £33,532,618 in 1944 and £31,759,741 in 1943. No figures were issued for 1945.

Due to the preponderant position of the gold mining industry, purchases by the gold mines in 1946 amounted to no less than £37,596,490 or 85·2 per cent of the total mines' purchases. Second in importance in the purchase of stores were the coal mines with a total of £4,035,217. This is a large increase from previous years and indicates greatly extended activity in coal mines during the past few years. Similarly an increase in purchases by the diamond industry to £822,968 from £287,855 in 1944 reveals a reopening of the diamond mines on a substantial scale.

Purchases of Mines' Stores

Year	Gold mines	Diamond mines	Coal mines	Other mines	Totals
1946	£37,596,490	£822,968	£4,035,217	£1,625,803	£44,080,478
1944	28,665,251	287,855	2,412,562	1,437,372	32,803,040
1943	27,620,496	130,714	1,868,455	1,290,975	30,910,540
1939	31,941,921	264,743	1,556,465	800,460	34,563,609

Large Percentage of Requirements Met from Local Sources

In keeping with the policy adopted some years ago, the mines purchase a large percentage of their requirements from local South African sources. This does not necessarily mean South African produced goods, although in practice, whenever goods of comparable quality and price are obtainable from South African manufacturers, they receive preference. In 1946 the value of supplies obtained from South African sources amounted to £34,949,291 and imports to £8,004,806. For the year 1944 the comparable figures were £27,241,088 for goods produced principally or wholly within South Africa and £5,561,952 for imports.

Main Imports by South African Mines, 1946

Item	Imported value	Total value
Brake linings	£ 10,293	£ 10,385
Chemicals—		
(*a*) Cyanide (100% NaCn)	387,586	752,600
(*b*) Other	104,843	291,619
Cloth, canvas and other textiles	114,634	248,577
Electrical equipment—		
(*a*) Cables and wires	145,988	560,718
(*b*) Lamps	108,091	108,660
(*c*) Other	287,323	418,525
Electrical machinery and spares therefor—		
(*a*) Coal cutting machines—		
(i) Complete units	92,917	94,140
(ii) Spares and repairs	48,075	56,372
(*b*) Coal drills—		
(i) Complete units	3,989	4,389
(ii) Spares and repairs	6,112	9,173

South Africa—Johannesburg, metropolis of the Union of South Africa, and centre of the gold mining industry. Its purchasing power represents about 65 per cent of that of the whole Union. Large mine dumps are seen in the background. Site of office of Commercial Counsellor for Canada is indicated by circle.

Photo by South African Railways.

Item	Imported value	Total value
(*c*) Generators—		
(i) Complete	£ 3,758	£ 6,639
(ii) Spares and repairs	7,305	8,117
(*d*) Locomotives—		
(i) Complete	46,100	55,291
(ii) Spares and repairs	127,500	142,425
(*e*) Motors—		
(i) Complete	153,654	173,919
(ii) Spares and repairs	14,559	113,985
(*f*) Switchgear and starters—		
(i) Complete	116,557	161,085
(ii) Spares and repairs	16,947	25,403
(*g*) Transformers—		
(i) Complete	76,908	87,686
(ii) Spares and repairs	3,012	5,851
(*h*) Winders—		
(i) Complete	169,090	263,760
(ii) Spares and repairs	23,631	65,109
Explosives—		
(*a*) Safety fuse—		
(i) Capped fuse	910,948	1,138,685
(ii) Safety fuse	24,062	27,649
Meat, offal and fat—		
(*a*) Meat (including canned)	222,594	1,744,814
(*b*) Offal and fat	....	223,133
Hospital and ambulance requisites	135,516	205,764

South Africa—Pouring molten gold at a mine on the Rand.
South African Railways Photo.

Item	Imported value	Total value
Iron and steel—		
(*a*) Axle and shafting	£ 38,663	£ 49,872
(*b*) Detachable bits	74,290	198,021
(*c*) Drill steel and stems	109,191	595,421
(*d*) Tool and die steel	21,177	23,956
Locks, hinges and general ironmongery	15,818	24,209
Machinery and plant (other than electrical)—		
(*a*) Boilers and economizers—		
(i) Complete	68,635	75,369
(ii) Spares and repairs	48,145	90,554
(*b*) Compressors—		
(i) Complete	58,563	91,303
(ii) Spares and repairs	25,262	35,028
(*c*) Conveyors and elevators—		
(i) Complete units	32,451	48,963
(ii) Spares and repairs	26,732	77,064
(*d*) Cranes, crawls and chain blocks (all types)—		
(i) Complete	16,495	19,195
(ii) Spares and repairs	4,568	8,941
(*e*) Firefighting appliances	10,997	12,403
(*f*) Locomotives—		
(i) Complete	25,868	26,269
(ii) Spares and repairs	27,246	55,430
(*g*) Machine tools—		
(i) Complete	37,490	47,526
(ii) Spares and repairs	9,473	13,160
(*h*) Pumps—		
(i) Complete	70,047	99,776
(ii) Spares and repairs	93,071	425,996
(*i*) Rockdrills—		
(i) Complete	84,277	109,677
(ii) Spares and repairs	129,816	685,896
(*j*) Vehicles—		
Complete	67,092	95,251
(*k*) Washing and screening plants—		
Complete units	97,594	102,478
Non-ferrous materials—		
(*a*) Bearing metals	30,198	53,958
(*b*) Brass, bronze and gunmetal	11,090	23,869
(*c*) Copper	11,856	15,504
(*d*) Lead	1,307	2,265

Item	Imported value	Total value
Oils, greases and fuel oil—		
(*a*) Fuel and power oil	£154,040	£154,040
(*b*) Paraffin	14,757	14,757
(*c*) Lubricating oils and greases	379,529	539,152
(*d*) Switch and transformer oils	12,200	12,232
Packing and jointings	78,192	127,449
Paints, driers, etc.	40,039	174,326
Piping and tubing, pipe fittings and valves—		
(*a*) Cocks and valves	160,119	230,705
Timber—		
(*a*) Shaft timber	296,892	369,160
(*b*) Squared timber		
(i) Softwoods	205,045	297,892
Tools—		
(*a*) Abrasive	21,659	22,113
(*b*) Screwing and cutting	39,692	48,414
Wire	15,873	29,808
Wire screening	11,288	64,677

Note—Details of weights and quantities of certain of the mines' stores purchases may be obtained from the Johannesburg office.

German Industrial Plants Made Available As Reparations to the Western Allies

The Allied Control Council has allotted to the Western Allies, through the Inter-Allied Reparation Agency (I.A.R.A.), the German plants listed below. Expressions of interest are being sought from the member governments of I.A.R.A. on which Canada is represented. The closing date for the submission of bids concerning these plants is listed in each case. Inventories of the plants in the present offering are in the hands of the Industrial Development Division of the Department of Trade and Commerce. All enquiries regarding these should be addressed to the Director of the Division.

1071—Polte Magdeburg at Duderstadt Hannover. This plant was a part of the German ammunition industry. Machinery includes presses, lathes, annealing furnaces and milling machines. War damage is slight. Bid date, March 31/48.

1072—Metallwerk Odertal G.M.B.H. Bad Lauterberg/Harz. Plant was part of German ammunition industry. Machinery includes screw-cutting lathes, engine lathes and projectile mantle-point rolling machines. War damage is slight. Bid date, March 31/48.

1085—Deutsche Lufthansa A.G. at Lubeck-Travemunde S.-Holstein. Before the war this plant was engaged on the repair and rebuilding of passenger aircraft. Machinery includes drilling machines, lathes and grinding machines. War damage is slight. Bid date, March 31/48.

1092—VDM Halbzeugwerke G.M.B.H., Hildesheim/Hannover. Since the war this factory has been producing parts for electrical motors and castings for motor vehicles. Machinery includes tub furnaces, high power melting furnaces, engine lathes and grinding machines. War damage is slight. Bid date, March 31/48.

1122—Theodor Klatte at Brual/Hannover. This factory began production of exhaust manifolds during the war. Machinery includes engine lathes and bending machines. No war damage. Bid date, March 31/48.

1140—Karges Hammer Maschinenfabrik G.M.B.H. at Gifhorn/Hannover. This factory was engaged in the production of foodstuff and beverage machines. Machinery includes lathes, vertical milling machines. War damage is slight. Bid date, March 31/48.

1186—Feinmechanische Werkstatten A.G. at Hamburg/Schnelsen. Machinery includes lathes, horizontal milling machines and grinding machines. No war damage. Bid date, March 31/48.

1402—Elektron-Werk G.M.B.H. at Holzminden/Wiser. This firm is engaged in production of domestic electrical appliances. Machinery includes crank shearing machines, engine lathes, drawing presses and grinding machines. There is no war damage. Bid date, March 31/48.

1408—Francke Werke A. G. Bremen at Twistringen/Krs. Grafschaft Hoya. Prior to outbreak of war, this firm manufactured parts for aero engines, also small parts for water and gas works. Machinery includes centre lathes, milling machines and grinding machines. War damage is slight. Bid date, March 31/48.

Trade Commissioners on Tour

CANADIAN Trade Commissioners return periodically from their posts in foreign lands to familiarize themselves with conditions in this country and the special requirements of the commercial community. They are in a position to furnish information concerning markets in their respective territories and possible sources of supply. Exporters and importers are urged to communicate with these officers, when in their vicinity, with a view to establishing connections that will assist in the promotion of their particular commercial interests, now and in the future. Arrangements for interviews with these trade commissioners should be made directly through the following offices in the areas concerned:

Ottawa—Foreign Trade Service, Department of Trade and Commerce

Calgary—Board of Trade.
Edmonton—Can. Manufacturers' Association.
Gananoque—Chamber of Commerce.
Halifax—Board of Trade.
Hamilton—Chamber of Commerce.
Montreal—Montreal Board of Trade.
Pembroke—Chamber of Commerce.
Quebec City—Board of Trade.
Renfrew—Board of Trade.
Saint John—Board of Trade.
Toronto—Can. Manufacturers' Association.
Vancouver—H. W. Brighton, Foreign Trade Service, Room 331, Marine Building.
Victoria—Dept. of Trade and Industry.
Windsor—Chamber of Commerce.
Winnipeg—Can. Manufacturers' Association.

W. G. Stark, former Commercial Secretary, Canadian Embassy, Lima, Peru, is at present making a tour of Canada. During the course of the next few months he will discuss trade of Peru and Ecuador with businessmen across the country.

W. G. Stark

(Former Commercial Secretary, Canadian Embassy, Lima)

Montreal—February 23-March 10.
Pembroke—March 11.
Renfrew—March 12.
Ottawa—March 15-18.

Postal Information

Direct Parcel Post for Fiji Temporarily Suspended

Owing to lack of sailings on the direct route from Canada to Fiji, the direct parcel post service is temporarily suspended. Parcels will continue to be forwarded via the United States if prepaid for despatch by that route and endorsed accordingly.

To avoid pilferage, advertisements should not be placed on outer packing case, and it may also be advisable to place only the symbol of customer and port of destination on the case rather than name and address. When there is more than one case, they should be numbered consecutively with numbers agreeing with those on documents, invoices and bills of lading. The gross and net weight and cubic measurements should also be shown. All such information should be in indelible, clear-cut lettering, preferably in stencilled letters at least two inches high. Marks on unwrapped goods should be applied indelibly and conspicuously. Avoid the use of tags. *(See our ABC of Canadian Export Trade, page 19.)*

Trade and Tariff Regulations

Belgian Congo Exchange Regulations Amended

Leopoldville, January 3, 1948.—(FTS)—The Commission des Devises et des Importations of the Belgian Congo have announced that as from January 1, 1948, applications for import licences and the acquisition of exchange to pay for imports from Canada will be approved only in terms of Canadian dollars. Quotations and invoices for shipments to the Belgian Congo should, therefore, be prepared on that basis.

Brazil Establishes Import Licence System

Rio de Janeiro, February 19, 1948.—(FTS)—The Brazilian Congress has passed an act providing for licensing all imports except essential foods, cement and pharmaceutical products. Approval of the act awaits presidential sanction which, it is understood, will be withheld until the methods of application and exemption are ready. The status of goods in transit is not yet known, but it is expected that they will be covered by executive action.

Eire Announces Further Quotas for Hosiery and Electric Filament Lamps

Dublin, January 26, 1948.—(FTS)—Further quotas and quota periods have been announced by the Government of Eire for hosiery and electric filament lamps, as follows:

Hosiery: (other than half-hose) of silk or artificial silk—640,000 pairs, for the six-month period March 1, 1948, to August 31, 1948. The quota for the previous period (which was four months) was similar in amount to that now fixed.

Electric filament lamps: (100/250 volts, 1/1,500 watts)—50,000 articles, for the period March 1, 1948, to August 31, 1948. This amount is unchanged from the previous six months.

Guatemalan Import Licensing Scheme Rescinded

Guatemala City, February 3, 1948.—(FTS)—Government authorities of Guatemala have, under a decree published February 3, rescinded the law creating an import licensing scheme. Licences, therefore, are not required for imports into Guatemala.

Commercial Invoices for Shipments to Mexico Must Show Value of Goods

Mexico City, February 13, 1948—(FTS)—The Mexican Government has clarified the method of determining the values of imported goods for the purpose of levying ad valorem duties. Under a decree effective February 9, 1948, commercial invoices accompanying merchandise for importation into Mexico must indicate the value of the goods at the place of purchase, without any deduction except for freight charges and insurance premiums, when these expenses are included in the invoice. If other expenses or charges are included in the invoice, their total will be distributed in proportion to the net value of each article covered by the invoice.

The statement regarding the exactitude of the value of merchandise must be signed by the consignee and must read as follows: "Declaro bajo protesta de decir verdad, que el precio consignado para las mercancias que

esta factura comprende, es el que las mismas tienen en el marcado del lugar de compra." (Translation—"I declare under oath that the price at which these goods are invoiced is that of their sale price at the place of purchase.")

In cases where no commercial invoice exists, or is not essential under the Customs Law, the value of merchandise will be determined at sight by the customs authorities, who will have access to bills of sale, statistics, catalogues or other documents which may assist them or, lacking these, will fix an estimated price.

When it may be suspected that the invoiced value of goods is not a true value, the same procedure as that indicated in the foregoing paragraph will be applied.

South Africa Discontinuing Certain Forward Sales of Exchange

Johannesburg, February 13, 1948.—(FTS)—The South Africa Reserve Bank announced yesterday that it was immediately discontinuing forward sales of foreign exchange for all goods except capital and other essential supplies. The effect of this will be to transfer to importers of non-essential goods the risk of foreign exchange fluctuations. Dollars will still continue to be made available for current purchases. It is reported that the official opinion is that the new policy will not affect trade beyond making merchants nervous regarding forward commitments.

Onions Now Available for Export from Egypt

Cairo, February 11, 1948.—(FTS)—Egypt has a surplus of 52,000 tons of onions from the new crop, available for export as from February 16, 1948, while further substantial supplies will be made available in the near future. No restrictions have been imposed on the shipment of these onions to any destination.

Canadian importers interested in this offering are requested to communicate directly with the Canadian Trade Commissioner in Cairo, whose address is listed in *Foreign Trade*. He will try to place them in touch with recommended suppliers and afford every possible assistance.

Export Controls Reimposed on Cod Liver Oil and Calves' Stomachs

Effective on and after February 17, export permits are required for the export of the following items: cod liver oil; fish and marine animal oils; and calves' stomachs. As from the same date, export permits are no longer required for the export of boots, shoes and slippers; boot and shoe findings, principally leather; paperboard, over $100; paper bags; paperboard boxes; and kraft paper.

Calves' stomachs were removed from export control on January 23, 1948. The Dairy Products Board of the Department of Agriculture pointed out, however, that this exemption from export permit control would prove detrimental to the supply of rennet used in the manufacture of cheese, and requested that control be reimposed.

A similar situation arose in fish oils and Wartime Prices and Trade Board requested reimposition of export control on fish and marine animal oils and cod liver oil.

Ocean-Going Sailing Schedules

Information contained in the following list of sailings, such as destination, port of departure, loading date, name of ship and operator, is furnished by steamship companies and agents concerned. This is the latest available and subject to change after *Foreign Trade* has gone to press, particularly as this relates to the loading date and name of vessel.

The loading date and name of ship are not indicated in some instances, due to the fact that on certain routes information available is not sufficiently definite to mention the steamer that will be placed on a berth for the destination shown. The name of the probable operator is given, however, and exporters should seek further particulars from the operator or agent indicated.

Departures from Halifax

*Sails from Saint John about three days earlier.
(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Africa-East—			
Lourenço Marques...	March 15–20	*Digby County*	March Shipping
	April 30	*Cumberland County*	March Shipping
Africa-South—			
Cape Town.....	March 15–20	*Digby County*	March Shipping
Port Elizabeth.....	April 30	*Cumberland County*	March Shipping
East London.....			
Durban.....			
Algeria—			
Oran.....	March 1	*Marchdale*	Montreal Shipping
Argentina—			
Buenos Aires.....	March 22–26	*Royal Prince*	Furness Withy
Belgium—			
Antwerp	Mar. 26–Apr. 2	*Sein*	Furness Withy
Brazil—			
Rio de Janeiro.....	March 22–26	*Royal Prince*	Furness Withy
Santos.....			
Ceylon—			
Colombo.....	March 20	*Rockside*	March Shipping
Colombo.....	April 25	*Riverside*	March Shipping
China—			
Shanghai.....	March 12	*St. Thomas*	March Shipping
Shanghai.....	March 20	*Rockside*	March Shipping
Shanghai.....	March 27–30	*Agamemnon*	Cunard Donaldson
Shanghai.....	April 25	*Riverside*	March Shipping
Denmark—			
Copenhagen.....	March 8–15	*Ragnhildsholm*	Swedish American
Egypt—			
Port Said.....	March 8–10	*Bantam*	Cunard Donaldson
Suez.....	March 27–30	*Salatiga*	Cunard Donaldson
Finland—			
Helsinki.....	March 8–15	*Ragnhildsholm*	Swedish American
France—			
Marseilles.....	March 7–11	*Capo Vita*	Furness Withy

Departures from Halifax—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
Gibraltar—	March 12	*Liguria*	Montreal Shipping
	March 26	*Mont Gaspe*	Montreal Shipping
Greece—			
Piraeus	March 1	*Marchdale*	Montreal Shipping
Piraeus	March 26	*Mont Gaspe*	Montreal Shipping
Hong Kong	March 12	*St. Thomas*	March Shipping
	March 20	*Rockside*	March Shipping
	March 27–30	*Agamemnon*	Cunard Donaldson
	April 25	*Riverside*	March Shipping
India and Pakistan—			
Bombay, Calcutta, Madras	March 20	*Rockside*	March Shipping
	April 25	*Riverside*	March Shipping
Italy—			
Genoa, Naples	March 12	*Liguria*	Montreal Shipping
West Coast Ports	March 7–11	*Capo Vita*	Furness Withy
	March 25	*Mont Gaspe*	Montreal Shipping
Malaya –			
Penang	March 8–10	*Bantam*	Cunard Donaldson
Port Swettenham	March 27–30	*Salatiga*	Cunard Donaldson
Mediterranean—			
Central and Western Areas	March 1	*Marchdale*	Montreal Shipping
	March 12	*Liguria*	Montreal Shipping
	March 25	*Mont Gaspe*	Montreal Shipping
Morocco—			
Casablanca	March 1	*Marchdale*	Montreal Shipping
Netherlands East Indies—			
Batavia, Cheribon, Samarang, Soerabaya	March 8–10	*Bantam*	Cunard Donaldson
	March 27–30	*Salatiga*	Cunard Donaldson
Newfoundland—			
St. John's	March 1–2	*Mayhaven*	Shaw Steamships
St. John's	March 5–8	*Fort Amherst*	Furness Withy
St. John's	March 6	*North Pioneer*	Clarke Steamships
St. John's	March 6–9	*Island Connector*	Newfoundland Canada
St. John's	March 10–12	*Mayhaven*	Shaw Steamships
St. John's	March 13–18	*Nova Scotia*	Furness Withy
St. John's	March 15	*Blue Peter II* (r)	Montreal Shipping
St. John's	March 15–18	*Island Connector*	Newfoundland Canada
St. John's	March 17	*North Pioneer*	Clarke Steamships
St. John's	March 21–23	*Mayhaven*	Shaw Steamships
Norway—			
Oslo, Stavanger, Bergen	March 8–15	*Ragnhildsholm*	Swedish American
Philippines—			
Manila	March 27–30	*Agamemnon*	Cunard Donaldson
Poland—			
Gdansk	March 8–15	*Ragnhildsholm*	Swedish American
Gdynia	March 31	*Mont Rolland*	Montreal Shipping
Portugal—			
Lisbon	March 12	*Liguria*	Montreal Shipping
Lisbon	March 25	*Mont Gaspe*	Montreal Shipping
St. Pierre et Miquelon	March 10–12	*Mayhaven*	Shaw Steamships
	March 21–23	*Mayhaven*	Shaw Steamships

Departures from Halifax—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
Siam—			
Bangkok	March 8–10	*Bantam*	Cunard Donaldson
Singapore	March 8–10	*Bantam*	Cunard Donaldson
	March 20	*Rockside*	March Shipping
	March 27–30	*Salatiga*	Cunard Donaldson
	April 25	*Riverside*	Montreal Shipping
Sweden—			
Gothenburg Malmo Norrkoping Stockholm	March 8–15	*Ragnhildsholm*	Swedish American
Trieste	March 1	*Marchdale*	Montreal Shipping
	March 25	*Mont Gaspe*	Montreal Shipping
Tunisia—			
Tunis	March 1	*Marchdale*	Montreal Shipping
United Kingdom—			
Avonmouth	March 6–10	*Montreal City*	Furness Withy
Liverpool	Feb. 25–Mar. 4	*Valacia* (r)	Cunard Donaldson
Liverpool	March 5–11	*Ascania* (r)	Cunard Donaldson
Liverpool	March 10	**Empress of Canada* (r)	Canadian Pacific
Liverpool	March 13–18	*Nova Scotia*	Furness Withy
Liverpool	April 7	**Empress of Canada* (r)	Canadian Pacific
Liverpool	April 16	*Ascania* (r)	Cunard Donaldson
Southampton	March 5	*Aquitania*	Cunnard Donaldson
Southampton	March 24	*Aquitania*	Cuard Donaldson
Swansea	March 6 10	*Montreal City*	Furness Withy
Uruguay—			
Montevideo	February 22–26	*Royal Prince*	Furness Withy
Montevideo	March 4–7	*Fort Townshend*	Furness Withy
West Indies—			
Antigua	Feb. 27–Mar. 5	**Lady Rodney* (r)	Canadian National
Antigua	March 6–15	*Alcoa Polaris*	Alcoa Steamships
Antigua	March 10–18	*Canadian Constructor* (r)	Canadian National
Antigua	Mar. 26–Apr. 4	**Lady Nelson* (r)	Canadian National
Bahamas	March 1–4	*Canadian Challenger* (r)	Canadian National
Bahamas	March 12–17	*Canadian Victor*	Canadian National
Bahamas	Mar. 25–Apr. 2	*Canadian Cruiser* (r)	Canadian National
Barbados	Feb. 27–Mar. 5	**Lady Rodney* (r)	Canadian National
Barbados	March 6–15	*Alcoa Polaris*	Alcoa Steamships
Barbados	March 10–18	*Canadian Constructor* (r)	Canadian National
Barbados	Mar. 26–Apr. 4	**Lady Nelson* (r)	Canadian National
Bermuda	Feb. 27–Mar. 5	**Lady Rodney* (r)	Canadian National
Bermuda	March 4–7	*Fort Townshend*	Furness Withy
Bermuda	March 5	**Lady Rodney* (r)	Canadian National
Bermuda	March 6–15	*Alcoa Polaris*	Alcoa Steamships
Bermuda	March 10–18	*Canadian Constructor* (r)	Canadian National
Bermuda	Mar. 26–Apr. 4	**Lady Nelson* (r)	Canadian National
British Guiana	Feb. 27–Mar. 5	**Lady Rodney* (r)	Canadian National
British Guiana	March 6–15	*Alcoa Polaris*	Canadian National
British Guiana	March 10–18	*Canadian Constructor* (r)	Canadian National
British Guiana	Mar. 26–Apr. 4	**Lady Nelson* (r)	Canadian National
Dominica	Feb. 27–Mar. 5	**Lady Rodney* (r)	Canadian National
Dominica	March 10–18	*Canadian Constructor* (r)	Canadian National
Dominica	Mar. 26–Apr. 4	**Lady Nelson* (r)	Canadian National
Grenada	Feb. 27–Mar. 5	**Lady Rodney* (r)	Canadian National
Grenada	March 6–15	*Alcoa Polaris*	Alcoa Steamships
Grenada	March 10–18	*Canadian Constructor* (r)	Canadian National
Grenada	Mar. 26–Apr. 4	**Lady Nelson* (r)	Canadian National
Guadeloupe	March 10–18	*Canadian Constructor* (r)	Canadian National

Departures from Halifax—*Concluded*

Destination	Loading Date	Vessel	Operator or Agent
West Indies—Con.			
Jamaica	March 1–4	*Canadian Challenger* (r)	Canadian National
Jamaica	March 12–17	*Canadian Victor*	Canadian National
Jamaica	Mar. 25–Apr. 2	*Canadian Cruiser* (r)	Canadian National
Montserrat	Feb. 27–Mar. 5	**Lady Rodney* (r)	Canadian National
Montserrat	March 10–18	*Canadian Constructor* (r)	Canadian National
Montserrat	Mar. 26–Apr. 4	**Lady Nelson* (r)	Canadian National
St. Kitts	Feb. 27–Mar. 5	**Lady Rodney* (r)	Canadian National
St. Kitts	March 6–15	*Alcoa Polaris*	Alcoa Steamships
St. Kitts	March 10–18	*Canadian Constructor* (r)	Canadian National
St. Kitts	Mar. 26–Apr. 4	**Lady Nelson* (r)	Canadian National
St. Lucia	Feb. 27–Mar. 5	**Lady Rodney* (r)	Canadian National
St. Lucia	March 6–15	*Alcoa Polaris*	Alcoa Steamships
St. Lucia	March 10–18	*Canadian Constructor* (r)	Canadian National
St. Lucia	Mar. 26–Apr. 4	**Lady Nelson* (r)	Canadian National
St. Vincent	Feb. 27–Mar. 5	**Lady Rodney* (r)	Canadian National
St. Vincent	March 6–15	*Alcoa Polaris*	Alcoa Steamships
St. Vincent	March 10–18	*Canadian Constructor* (r)	Canadian National
St. Vincent	Mar. 26–Apr. 4	**Lady Nelson* (r)	Canadian National
Trinidad	Feb. 27–Mar 5	**Lady Rodney* (r)	Canadian National
Trinidad	March 6–15	*Alcao Polaris*	Alcoa Steamships
Trinidad	March 10–18	*Canadian Constructor* (r)	Canadian National
Trinidad	Mar. 26–Apr. 4	**Lady Nelson* (r)	Canadian National

Departures from Saint John

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Africa-East—	March 3–14	*Graigaur*	Elder Dempster
Lourenço Marques	March 15–25	*Cargill*	Elder Dempster
	April 1–10	*Cottrell*	Elder Dempster
	April 15–25	*Kawartha Park*	Elder Dempster
Africa-South—			
Cape Town	March 3–14	*Griugaur*	Elder Dempster
Port Elizabeth	March 15–25	*Cargill*	Elder Dempster
East London	April 1–10	*Cottrell*	Elder Dempster
Durban	April 15–25	*Kawartha Park*	Elder Dempster
Australia—			
Melbourne	March 22–31	*City of Bristol*	Montreal Australia New Zealand Line
Sydney			
Brisbane			
Melbourne	April 20	*A Ship*	Montreal Australia New Zealand Line
Sydney			
Brisbane			
Adelaide			
Belgium—			
Antwerp	March 8	*Mont Alta*	Montreal Shipping
Antwerp	March 10	*Marchcape*	Montreal Shipping
Antwerp	March 14	*Beaverbrae*	Canadian Pacific
Antwerp	March 16	*Prins Frederik Hendrik*	Shipping Limited
Antwerp	March 18–25	*Brant County*	Canada Steamships
Antwerp	March 22	*Mont Sorrel*	Montreal Shipping
Antwerp	March 27	*Prins Willem II*	Shipping Limited
Antwerp	March 31	*Mont Rolland*	Montreal Shipping
Antwerp	April 1–8	*Beckenham*	Cunard Donaldson
China—			
Shanghai	March 23–28	*City of Lucknow*	McLean Kennedy
Ceylon—			
Colombo	March 5–10	*City of Lichfield*	McLean Kennedy
Colombo	April 5–10	*City of Lyons*	McLean Kennedy

Departures from Saint John—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
Colombia—			
Barranquilla	March 16–20	*Apollo* (r)	Saguenay Terminals
Dominican Republic—			
Ciudad Trujillo	March 20–25	*Wentworth Park*	Saguenay Terminals
Egypt—			
Alexandria	March 5–10	*City of Lichfield*	McLean Kennedy
Port Sudan	April 5–10	*City of Lyons*	McLean Kennedy
Eire—			
Dublin	March 16–20	*Lord Glentoran*	McLean Kennedy
Dublin	March 12	*Irish Larch*	Shipping Limited
Cork			
France—			
Le Havre	March 18–25	*Brant County*	Canada Steamships
Le Havre	March 22	*Mont Sorrel*	Montreal Shipping
Germany—			
Hamburg	March 10	*Marchcape*	Montreal Shipping
Hamburg	March 31	*Mont Rolland*	Montreal Shipping
Hamburg	April 1–8	*Beckenham*	Cunard Donaldson
Haiti—			
Port au Prince	March 20–25	*Wentworth Park*	Saguenay Terminals
Hong Kong	March 23–28	*City of Lucknow*	McLean Kennedy
India and Pakistan—			
Karachi	March 5–10	*City of Lichfield*	McLean Kennedy
Bombay	April 5–10	*City of Lyons*	McLean Kennedy
Calcutta			
Madras			
Mexico—			
Veracruz	March 2–4	*Federal Pioneer*	McLean Kennedy
Netherlands—			
Rotterdam	March 8	*Mont Alta*	Montreal Shipping
Rotterdam	March 18–25	*Brant County*	Canada Steamships
Rotterdam	March 22	*Mont Sorrel*	Montreal Shipping
Rotterdam	March 27	*Prins Willem II*	Shipping Limited
Rotterdam	March 31	*Mont Rolland*	Montreal Shipping
Rotterdam	March 16	*Prins Frederik Hendrik*	Shipping Limited
Amsterdam	April 1–8	*Beckenham*	Cunard Donaldson
Netherlands West Indies—			
Curaçao	March 16–20	*Apollo* (r)	Saguenay Terminals
New Zealand—			
Auckland	March 22–31	*City of Bristol*	Montreal Australia New Zealand Line
Wellington			
Lyttelton			
Northern Ireland—			
Belfast	March 16–20	*Lord Glentoran*	McLean Kennedy
Norway—			
Oslo	March 17–18	*Lyngenfjord*	March Shipping
Kristiansand			
Stavanger			
Bergen			
Trondheim			
Philippines—			
Manila	March 23–28	*City of Lucknow*	McLean Kennedy
Poland—			
Gdynia	March 31	*Mont Rolland*	Montreal Shipping

Departures from Saint John—*Concluded*

Destination	Loading Date	Vessel	Operator or Agent
United Kingdom—			
Avonmouth	March 2–8	*Salacia* (r)	Cunard Donaldson
Avonmouth	March 10–17	*Carmia* (r)	Cunard Donaldson
Avonmouth	Mar. 27–Apr. 3	*Norwegian* (r)	Cunard Donaldson
Glasgow	Feb. 26–Mar. 5	*Dorelian* (r)	Cunard Donaldson
Glasgow	March 13–20	*Moveria* (r)	Cunard Donaldson
Glasgow	April 6–13	*Delilian* (r)	Cunard Donaldson
Glasgow	April 9–16	*Carmia*	Cunard Donaldson
Hull	March 16–20	*Consuelo*	McLean Kennedy
Leith	March 22–27	*Cairnavon*	Furness Withy
Liverpool	Feb. 29–Mar. 7	*Arabia* (r)	Cunard Donaldson
Liverpool	March 12–15	*Empress of Canada* (r)	Canadian Pacific
Liverpool	March 16–20	*Lord Glentoran*	McLean Kennedy
Liverpool	Mar. 26–Apr. 2	*Hillcrest Park*	Cunard Donaldson
Liverpool	Mar. 29–Apr. 7	*Port Sydney* (r)	Cunard Donaldson
Liverpool	April 7	*Empress of Canada* (r)	Canadian Pacific
London	March 6–9	*Ottawa Valley*	Cunard Donaldson
London	March 10–16	*Beaverdell* (r)	Canadian Pacific
London	March 12–16	*Beaverburn* (r)	Canadian Pacific
London	March 16–25	*Port Melbourne* (r)	Cunard Donaldson
London	March 18	*Beaverlake* (r)	Canadian Pacific
London	March 18–24	*Beaverglen* (r)	Canadian Pacific
London	March 22–30	*Asia* (r)	Cunard Donaldson
Manchester	March 1–6	*Manchester Shipper* (r)	Furness Withy
Manchester	March 8–13	*Manchester Commerce* (r)	Furness Withy
Manchester	March 15–20	*Manchester City* (r)	Furness Withy
Manchester	March 22–27	*Manchester Regiment* (r)	Furness Withy
Manchester	Mar. 29–Apr. 3	*Manchester Progress*	Furness Withy
Newcastle	March 22–27	*Cairnavon*	Furness Withy
West Indies—			
British Guiana	March 20–25	*Wentworth Park*	Saguenay Terminals
Venezuela—			
La Guaira, Maracaibo	March 16–20	*Apollo* (r)	Saguenay Terminals
La Guaira, Puerto Cabello	March 20–25	*Wentworth Park*	Saguenay Terminals

Departures from Vancouver

Ships listed under "Departures from Vancouver" may possibly be loading in addition at New Westminster. Exporters should communicate with agents in Vancouver to obtain information concerning loading dates, berths, available cargo space and rates.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Africa-East—			
Lourenço Marques	March 15	*Silversandal*	Dingwall Cotts
	April	*Radja*	Dingwall Cotts
Africa-South—			
Cape Town, Port Elizabeth, East London, Durban	March 15	*Silversandal*	Dingwall Cotts
	April	*Radja*	Dingwall Cotts
Cape Town, Port Elizabeth, Durban	March 6–20	*Tureby*	North Pacific Shipping

Departures from Vancouver—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
Africa-South—Con.			
East London, Durban	March 14–31	*Lake Okanagan*	North Pacific Shipping
Africa-West—			
Walvis Bay	March 14–31	*Lake Okanagan*	North Pacific Shipping
Australia—			
Melbourne, Sydney	April 30	*Waitemata*	Canadian Australasian
Sydney	April 8	*Wairuna*	Canadian Australasian
Sydney, Hobart	March 24	*Waitomo*	Canadian Australasian
Sydney, Melbourne, Adelaide	March	*Mirrabooka*	Empire Shipping
Belgium—			
Antwerp	March 1	*Argentina*	Gardner Johnson
Antwerp	March 12	*Panama*	Gardner Johnson
Antwerp	March 22	*Seattle*	Gardner Johnson
Antwerp	April 25	*Paraguay*	Gardner Johnson
Burma—			
Rangoon	March 5	*Silverguava*	Dingwall Cotts
Rangoon	March 23–24	*Washington Mail*	American Mail Line
Rangoon	April 5	*Samarinda*	Dingwall Cotts
Rangoon	April 23–24	*Oregon Mail*	American Mail Line
Canal Zone—			
Balboa	March 9	*Anchor Hitch* (r)	Gardner Johnson
Balboa	March 19	*Santa Juana* (r)	Gardner Johnson
Balboa	March 31	*Coastal Adventurer* (r)	Gardner Johnson
Ceylon—			
Colombo	March 10	*Manx Marine*	Dingwall Cotts
Colombo	March 18	*Lombok*	Dingwall Cotts
Colombo	March 23–24	*Washington Mail* (r)	American Mail Line
Colombo	April 23–24	*Oregon Mail*	American Mail Line
Chile—			
Arica, Antofagasta, Valparaiso	March 19	*Santa Juana* (r)	Gardner Johnson
China—			
Shanghai	March 1–2	*Island Mail* (r)	American Mail Line
Shanghai	Mar. 18–Apr. 2	*Lake Tatla*	Empire Shipping
Shanghai	April 1–2	*Java Mail*	American Mail Line
Shanghai	March 6	*Kookaburra*	Empire Shipping
Taku Bar	March 12–13	*China Mail* (r)	Americna Mail Line
Taku Bar	April 13–14	*Canada Mail*	American Mail Line
Colombia—			
Buenaventura	March 19	*Santa Juana* (r)	Gardner Johnson
Cook Islands—			
Raratonga	April 8	*Wairuna*	Canadian Australasian
Costa Rica—			
Puntarenas	March 9	*Anchor Hitch* (r)	Gardner Johnson
Ecuador—			
Guayaquil	March 19	*Santa Juana* (r)	Gardner Johnson
Fiji Islands—			
Lautoka	March 24	*Waitomo*	Canadian Australasian
Suva	March 18	*Wairata*	Canadian Australasian
Greece—			
Piraeus	March	*John B. Hamilton*	Empire Shipping

Departures from Vancouver—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
Guatemala—			
Champerico, San Jose	March 9	*Anchor Hitch* (r)	Gardner Johnson
San Jose	March 31	*Coastal Adventurer* (r)	Gardner Johnson
Honduras—			
Amapala	March 9	*Anchor Hitch* (r)	Gardner Johnson
Amapala	March 31	*Coastal Adventurer* (r)	Gardner Johnson
Hong Kong	March	*Andaman*	Gardner Johnson
	March 1–2	*Island Mail* (r)	American Mail Line
	March 12–13	*China Mail* (r)	American Mail Line
	March 14	*Castleville*	Balfour Guthrie
	April 1–2	*Java Mail*	American Mail Line
	April 13–14	*Canada Mail*	American Mail Line
	April 14	*Francisville*	Balfour Guthrie
India and Pakistan—			
Bombay, Calcutta	March 18	*Lombok*	Dingwall Cotts
Bombay, Karachi	March 10	*Manx Marine*	Dingwall Cotts
Madras, Calcutta	March 5	*Silverguava*	Dingwall Cotts
	March 23–24	*Washington Mail* (r)	American Mail Line
	April 5	*Samarinda*	Dingwall Cotts
	April 23–24	*Oregon Mail*	American Mail Line
Italy—			
Genoa	March	*John B. Hamilton*	Empire Shipping
Japan—			
Yokohama	March 1–2	*Island Mail* (r)	American Mail Line
Yokohama	March 12–13	*China Mail* (r)	American Mail Line
Yokohama	March 23–24	*Washington Mail* (r)	American Mail Line
Yokohama	April 1–2	*Java Mail*	American Mail Line
Yokohama	April 13–14	*Canada Mail*	American Mail Line
Yokohama	April 23–24	*Oregon Mail*	American Mail Line
Malaya—	March 14	*Castleville*	Balfour Guthrie
	March 18	*Lombok*	Dingwall Cotts
Penang, Port Swettenham	March 23–24	*Washington Mail* (r)	American Mail Line
	April 14	*Francisville*	Balfour Guthrie
	April 23–24	*Oregon Mail*	American Mail Line
Mexico—			
Manzanillo, Acapulco	March 9	*Anchor Hitch* (r)	Gardner Johnson
Netherlands East Indies—	March 5	*Silverguava*	Dingwall Cotts
	March 10	*Manx Marine*	Dingwall Cotts
Batavia	March 14	*Castleville*	Balfour Guthrie
Soerabaya	March 23–24	*Washington Mail* (r)	American Mail Line
	April 5	*Samarinda*	Dingwall Cotts
	April 14	*Francisville*	Balfour Guthrie
	April 23–24	*Oregon Mail*	Balfour Guthrie
New Zealand—			
Auckland	March 18	*Wairata*	Canadian Australasian
Wellington	April 8	*Wairuna*	Canadian Australasian
	April 30	*Waitemata*	Canadian Australasian
Nicaragua—			
Corinto	March 9	*Anchor Hitch* (r)	Gardner Johnson
Palestine—			
Haifa	March	*John B. Hamilton*	Empire Shipping
Peru—			
Callao, Mollendo	March 19	*Santa Juana* (r)	Gardner Johnson

Departures from Vancouver—*Concluded*

Destination	Loading Date	Vessel	Operator or Agent
Philippines—			
Manila	March 1–2	*Island Mail* (r)	American Mail Line
Iloilo	March 14	*Castleville*	Balfour Guthrie
Cebu	April 1–2	*Java Mail*	American Mail Line
	April 14	*Francisville*	Balfour Guthrie
	March 12–13	*China Mail* (r)	American Mail Line
Manila	March 18	*Lombok*	Dingwall Cotts
Cebu	April 5	*Samarinda*	Dingwall Cotts
	April 13–14	*Canada Mail*	American Mail Line
Manila	March 5	*Silverguava*	Dingwall Cotts
Iloilo			
Manila	March	*Andaman*	Gardner Johnson
Manila	March 6	*Kookaburra*	Empire Shipping
Manila	March 10	*Manx Marine*	Dingwall Cotts
Manila	March 23–24	*Washington Mail* (r)	American Mail Line
Manila	April 23–24	*Oregon Mail*	American Mail Line
Salvador—			
Acajutla	March 9	*Anchor Hitch* (r)	Gardner Johnson
La Union	March 9	*Anchor Hitch* (r)	Gardner Johnson
La Libertad	March 31	*Coastal Adventurer* (r)	Gardner Johnson
San Salvador			
	March 5	*Silverguava*	Dingwall Cotts
	March 10	*Manx Marine*	Dingwall Cotts
	March 14	*Castleville*	Balfour Guthrie
Singapore	March 18	*Lombok*	Dingwall Cotts
	March 23–24	*Washington Mail* (r)	American Mail Line
	April 5	*Samarinda*	Dingwall Cotts
	April 14	*Francisville*	Balfour Guthrie
	April 23–24	*Oregon Mail*	American Mail Line
Society Islands—			
Papeete	April 8	*Wairuna*	Canadian Australasian
Papeete	April 30	*Waitemata*	Canadian Australasian
Sweden—			
Gothenburg	March 1	*Argentina*	Gardner Johnson
Helsingborg	March 12	*Panama*	Gardner Johnson
Malmo	March 22	*Seattle*	Gardner Johnson
Stockholm	April 25	*Paraguay*	Gardner Johnson
Taiwan	Mar. 18–Apr. 2	*Lake Tatla*	Empire Shipping
Tonga—			
Nukualofa	April 30	*Waitemata*	Canadian Australasian
United Kingdom—			
Liverpool	Mid-March	*Pacific Exporter*	Furness Pacific
Manchester			
London			
London	Mar. 19–Apr. 3	*Lake Lillooet*	Western Canada
London	Mar. 30–Apr. 14	*Lake Babine*	Western Canada

The care exercised by Canadian firms in selecting the proper channels for distributing their products abroad is a major factor in their future export success. They can secure confidential guidance from the Foreign Trade Service, which is prepared to recommend suitable agents wherever these may be required. *(See our ABC of Canadian Export Trade, page 13.)*

Foreign Exchange Quotations

The following are nominal quotations, based on rates available in London or New York and converted into Canadian terms at the mid-rate for sterling or par for United States dollars, as furnished by the Foreign Exchange Division of the Bank of Canada. These quotations may be found useful in considering statistics and prices generally, but Canadian exporters are reminded that the kinds of currency which may be accepted for exports to different countries are specifically covered by the Foreign Exchange Control Act and Regulations, and that funds may sometimes be tendered in payment for exports, which cannot, in fact, be transferred to Canada. Both importers and exporters are advised to communicate with their bankers before completing financial arrangements for the sale or purchase of commodities, to ensure that the method of payment contemplated is not only possible but that it is in accordance with the Foreign Exchange Control Act and Regulations.

Country	Monetary Unit		Nominal Quotations Feb. 16	Nominal Quotations Feb. 23
Argentine	Peso	Off.	·2977	·2977
		Free	·2495	·2500
Australia	Pound	....	3·2240	3·2240
Belgium and Belgian Congo	Franc	....	·0228	·0228
Bolivia	Boliviano	....	·0238	·0238
British West Indies (except Jamaica)	Dollar	....	·8396	·8396
Brazil	Cruzeiro	....	·0544	·0544
Chile	Peso	Off.	·0517	·0517
		Export	·0322	·0322
Colombia	Peso	....	·5714	·5714
Cuba	Peso	....	1·0000	1·0000
Czechoslovakia	Koruna	....	·0200	·0200
Denmark	Krone	....	·2083	·2083
Ecuador	Sucre	....	·0740	·0740
Egypt	Pound	....	4·1330	4·1330
Eire	Pound	....	4·0300	4·0300
Fiji	Pound	....	3·6306	3·6306
Finland	Markka	....	·0073	·0073
France and French North Africa	Franc	....	·0046	·0046
French Empire—African	Franc	....	·0079	·0079
French Pacific Possessions	Franc	....	·0201	·0201
Haiti	Gourde	....	·2000	·2000
Hong Kong	Dollar	....	·2518	·2518
Iceland	Krona	....	·1541	·1541
India	Rupee	....	·3022	.3022
Iraq	Dinar	....	4·0300	4·0300
Italy	Lira	....	·0017	·0017
Jamaica	Pound	....	4·0300	4·0300
Malaya	Dollar	....	·4701	·4701
Mexico	Peso	....	·2059	·2059
Netherlands	Florin	....	·3769	·3769
Netherlands East Indies	Florin	....	·3769	·3769
Netherlands West Indies	Florin	....	·5302	·5302
New Zealand	Pound	....	3·2402	3·2402
Norway	Krone	....	·2015	·2015
Pakistan	Rupee	....	·3022	·3022
Palestine	Pound	....	4·0300	4·0300
Peru	Sol	....	·1538	·1538
Philippines	Peso	....	·5000	·5000
Portugal	Escudo	....	·0403	·0403
Siam	Baht	....	·1000	·1000
Spain	Peseta	....	·0916	·0916
Sweden	Krona	....	·2783	·2783
Switzerland	Franc	....	·2336	·2336
Turkey	Lira	....	·3571	·3571
Union of South Africa	Pound	....	4·0300	4·0300
United Kingdom	Pound	....	4·0300	4·0300
United States	Dollar	....	1·0000	1·0000
Uruguay	Peso	Controlled	·6583	·6583
		Uncontrolled	·5629	·5629
Venezuela	Bolivar	....	·2985	·2985

Foreign Trade Service

Head Office Directory

The work of the Service is co-ordinated by an executive committee, of which the undernoted directors are members, and the Deputy Minister of the Department of Trade and Commerce is chairman.

Head office personnel, to whom requests should be addressed for specific information concerning their respective divisions, with local government telephone numbers in parentheses, are as follows:

Trade Commissioner Service

Director, G. R. Heasman (2530)

Recruiting, training and posting of trade commissioners; direction and supervision of overseas officers; trade enquiries concerning countries and areas.

Assistant Director, H. W. Cheney (3058)

Area Officers—
Asia, G. S. Hall (5249)
British Commonwealth, (4404)
Europe, R. T. Young (4404); R. W. Rosenthal (7641); K. Nyenhuis (4404)
Latin America, A. Savard (7641)

Area Traffic Officer, W. J. Fisher (6236)
Agricultural Specialist, T. N. Beaupré (5249)

Export Division

Director, W. F. Bull (6748)

General liaison with Canadian export industries; trade enquiries concerning commodities; maintenance of Exporters' Directory; administration of Export Permit Branch.

Assistant Director, G. A. Newman (5983)
Assistant to Director, A. E. Fortington (5670)

Foods Section—Chief, H. A. Gilbert (2380)
Livestock and products, D. G. W. Douglas (7523)
Fish and fish products, T. R. Kinsella (3172)
Plants and products, G. F. Clingan (7523)
Food allocations, K. L. Melvin (2380)

Machinery, Metals and Chemicals Section—Chief, E. C. Thorne (4082)
Machinery and industrial equipment, E. C. Thorne (4082)
Iron and steel products, E. L. Smith (4160)
Non-ferrous metals and non-metallic minerals, A. M. Tedford (4082)
Chemicals and allied products, S. G. Barkley (7601)
Electrical machinery and equipment, A. S. MacRae (7601)
Automotive equipment and vehicles, J. J. Kealey (4082)

Textiles, Leather and Rubber Section—Chief, G. R. Poley (3004)
Textiles and apparel, G. R. Poley and E. G. Gerridzen (3004)
Leather, rubber and products (3004)

Wood and Paper Section—Chief, G. H. Rochester (4863)
Wood and products, G. H. Rochester (4863)
Paper and products, E. Clarke and N. R. Chappell (6974)

General Products Section—Chief, W. H. Grant (3209)
General products and durable consumer goods, W. H. Grant and W. H. Black (3209)
Consumer Metal Products, E. L. Smith (4160)
Miscellaneous products, P. G. Jones (4160)

Exporters' Directory—G. L. Tighe (Acting) (6681)

Export Permit Branch—Chief, W. F. Bull (6748); Assistant Chief, T. G. Hills (3640)

Token Shipments to United Kingdom—A. E. Fortington (5670)

Foreign Trade Service

Head Office Directory—*Continued*

Import Division

Director, Denis Harvey (5417)

Assists in providing information concerning sources of supply and availability of products, import procedure and other problems; maintains liaison with industry and importers; compiles directory of Canadian importers and foreign exporters.

Assistant Director, C. F. McGinnis (7163)

Raw Materials Section—Chief, C. F. McGinnis (7163)
Fats and oils, R. T. Elworthy (4161)
Food and groceries, E. B. Paget (4161)
Fibres and textiles, A. C. Fairweather (6905)
Hides, skins, leather and rubber, F. T. Carten (4161)
Drugs, chemicals and non-metallic minerals, P. E. Jensen (6958)
Coal, iron and steel (6905)
Tin, antimony and other non-ferrous metals (6958)

Manufactured Goods Section—Chief, H. B. Scully (6519)
G. C. Clarke (3873) and G. W. Rahm (6958)

Trade Services Section—Chief, A. J. Langdon (6905)
Foreign export controls, W. G. Hopkins (6552)
Trade services directory (6905)
Commodity research and trade statistics (6958)

Importers' Directory—Miss M. E. Adams (7953)

Commercial Relations and Foreign Tariffs Division

Director, H. R. Kemp (5151)

Preparation of data pertaining to the negotiation of trade treaties; general economic and commercial policy; maintains complete records of foreign tariffs and trading regulations.

Treaty Research Section—Acting Chief, A. L. Neal (7696)
L. E. Couillard (7594)

Foreign Tariffs Section—Chief, G. C. Cowper (2250)
United States, G. C. Cowper (2250)
British Commonwealth, Miss H. K. Potter (2250)
Europe, E. J. McMeekin (2250)
Latin America, H. V. Jarrett (5642)

Industrial Development Division

Director, G. D. Mallory (3819)

Liaison with other agencies connected with the establishment of new industries; special problems connected with the development of new export business.

Assistant Director, B. R. Hayden (7886)
Administrative Officer, J. H. Boyd (7886)

Trade Publicity Division

Director, B. C. Butler (2479)

Publication of *Foreign Trade*, weekly journal of the Foreign Trade Service, and preparation of brochures, news letters and press releases; advertising programs in Canada and abroad.

Assistant Director, J. Fergus Grant (2186)

Advertising and News Section—Chief, R. M. Williams (6588)

Foreign Trade Service Abroad

Offices of the Canadian Trade Commissioner service are located in thirty-four countries. Trade Commissioners are responsible to headquarters in Ottawa for the development of commercial relations with many other countries within their respective territories, as set forth in the alphabetical list below.

It is recommended that prospective exporters and importers should communicate with the Director of the Trade Commissioner Service, in Ottawa, before discussing their various problems with Trade Commissioners, as much of the information required can be made available to them by officers at headquarters responsible for the various geographical areas.

Country	Post Responsible
Algeria	Paris
Angola	Leopoldville
Argentina	Buenos Aires
Australia	Sydney and Melbourne
Azores	Lisbon
Bahamas	Kingston, Jamaica
Barbados	Port of Spain
Belgian Congo	Leopoldville
Belgium	Brussels
Bermuda	New York
Bolivia	Santiago, Chile
Brazil	Rio de Janeiro and São Paulo
British Guiana	Port of Spain
British Honduras	Kingston, Jamaica
Brunei	Singapore
Burma	Bombay
Canal Zone	Bogotá, Colombia
Canary Islands	Lisbon
Ceylon	Bombay
Chile	Santiago
China	Shanghai
Colombia	Bogotá
Costa Rica	Guatemala City
Cuba	Havana
Cyprus	Cairo, Egypt
Czechoslovakia	Rome
Denmark	Oslo, Norway
Dominican Republic	Havana, Cuba
Ecuador	Lima, Peru
Egypt	Cairo
England	London and Liverpool
Falkland Islands	Buenos Aires
Fiji	Wellington, New Zealand
Finland	Stockholm
France	Paris
French Equatorial Africa	Leopoldville
French Guiana	Port of Spain
French Indo-China	Hong Kong
French Morocco	Paris
French West Indies	Port of Spain
Gambia	London
Gibraltar	Lisbon
Gold Coast	London
Greece	Athens
Greenland	Oslo
Guatemala	Guatemala City
Haiti	Havana, Cuba
Hawaii	Los Angeles
Hong Kong	Hong Kong
Iceland	Glasgow
India	Bombay
Iran (Persia)	Cairo
Iraq (Mesopotamia)	Cairo
Ireland	Dublin
Italy	Rome
Jamaica	Kingston
Kenya	Johannesburg
Leeward Islands	Port of Spain
Libya	Rome
Luxembourg	Brussels
Madagascar	Cape Town
Madeira	Lisbon
Malta	Rome
Malayan Union	Singapore
Mauritius	Cape Town
Mexico	Mexico City
Netherlands	The Hague
Netherlands East Indies	Singapore
Netherlands Guiana	Port of Spain
Netherlands West Indies	Caracas, Venezuela
Newfoundland	St. John's
New Zealand	Wellington
Nicaragua	Guatemala City
Nigeria	London
North Borneo	Singapore
Northern Ireland	Belfast
Northern Rhodesia	Johannesburg
Norway	Oslo
Nyasaland	Johannesburg
Pakistan	Karachi
Palestine	Cairo
Panama	Bogotá, Colombia
Paraguay	Buenos Aires
Peru	Lima
Philippine Islands	Hong Kong
Portugal	Lisbon
Portuguese East Africa	Johannesburg
Puerto Rico	Havana, Cuba
Salvador	Guatemala City
Sarawak	Singapore
Scotland	Glasgow
Siam	Singapore
Sierra Leone	London
Singapore	Singapore
South Africa	Johannesburg and Cape Town
South China	Hong Kong
South-West Africa	Cape Town
Southern Rhodesia	Johannesburg
Spain	Lisbon
Spanish Morocco	Lisbon
Sudan	Cairo
Sweden	Stockholm
Switzerland	Paris
Syria	Cairo
Tanganyika	Johannesburg
Tasmania	Melbourne
Trinidad	Port of Spain
Tunisia	Paris
Turkey	Athens
Uganda	Johannesburg
United States	Washington, New York, Chicago and Los Angeles
United Kingdom	London, Liverpool and Glasgow
Uruguay	Buenos Aires
Venezuela	Caracas
Wales	Liverpool
Western Samoa	Wellington, New Zealand
Windward Islands	Port of Spain
Yugoslavia	Rome

Agricultural and Timber Specialists

Buenos Aires—W. B. McCullough, Commercial Secretary (Agricultural Specialist).

London—W. B. Gornall, Commercial Secretary (Agricultural Specialist). *Cable address: Canfrucom, London.*

London—R. D. Roe, Commercial Secretary (Timber Specialist). *Cable address: Timcom, London.*

Paris—J. H. Tremblay, Commercial Secretary (Agricultural Specialist). Territory includes Belgium, Denmark, France and the Netherlands.

Sydney—W. C. Hopper, Commercial Secretary for Canada (Agricultural Specialist).

Washington—G. R. Paterson, Commercial Secretary (Agricultural Specialist).

Foreign Trade Service Abroad

Cable address:—*Canadian*, unless otherwise shown.
Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Argentina

Buenos Aires—H. L. Brown, Commercial Secretary, Canadian Embassy, Bartolomé Mitre 478.
Territory includes Uruguay and Paraguay.

Australia

Sydney—C. M. Croft, Commercial Counsellor for Canada, City Mutual Life Building, Hunter and Bligh Streets. Address for letters: Post Office Box 3952V.
Territory includes the Australian Capital Territory, New South Wales, Queensland, Northern Territory and Dependencies.

Melbourne—F. W. Fraser, Commercial Secretary for Canada, 83 William Street.
Territory includes States of Victoria, South Australia, Western Australia, and Tasmania.

Belgian Congo

Leopoldville—L. H. Ausman, Canadian Government Trade Commissioner, Forescom Building. Address for letters: Boîte Postale 373.
Territory includes Angola and French Equatorial Africa.

Belgium

Brussels—B. A. Macdonald, Commercial Secretary, Canadian Embassy, 46 rue Montoyer.

Brazil

Rio de Janeiro—Maurice Bélanger, Commercial Secretary, Canadian Embassy, Ed. Metropole, Avenida Presidente Wilson, 165. Address for letters: Caixa Postal 2164.

São Paulo—J. C. Depocas, Canadian Government Trade Commissioner, Canadian Consulate, Edificio Alois, Rua 7 de Abril 252. Address for letters: Caixa Postal 6034.

Chile

Santiago—J. L. Mutter, Commercial Secretary, Canadian Embassy, Bank of London and South America Building. Address for letters: Casilla 771.
Territory includes Bolivia.

China

Shanghai—L. M. Cosgrave, Commercial Counsellor for Canada, 27 The Bund. Postal District (0).

Colombia

Bogotá—H. W. Richardson, Acting Canadian Government Trade Commissioner, Edificio Colombiana de Seguros. Address for letters: Apartado 1618. Address for air mail: Apartado Aereo 3562.
Territory includes Republic of Panama and the Canal Zone.

Cuba

Havana—R. G. C. Smith, Commercial Secretary, Canadian Legation, Avenida de las Misiones 17. Address for letters Apartado 1945.
Territory includes Haiti, Dominican Republic and Puerto Rico.

Egypt

Cairo—J. M. Boyer, Canadian Governmen Trade Commissioner, 22 Shari Kasr e Nil. Address for letters: Post Offic Box 1770.
Territory includes the Sudan, Palestine Cyprus, Iraq, Syria and Iran.

France

Paris—Yves Lamontagne, Commercial Coun sellor, Canadian Embassy, 3 rue Scribe
Territory includes Switzerland, Algeria French Morocco and Tunisia.

Germany

Frankfurt—D. W. Jackson, Canadian Econ omic Representative, % Allied Contac Section, H.Q. EUCOM, Frankfurt A.P.O. 757, U.S. Army.
Cable address, Canadian Frankfurt/Main

Greece

Athens—T. J. Monty, Commercial Secretary, Canadian Embassy, 31 Vassilissi Sophias Avenue.
Territory includes Turkey.

Guatemala

Guatemala City—C. B. Birkett, Canadian Government Trade Commissioner, Pos Office Box 400.
Territory includes Costa Rica, El Salvador Honduras and Nicaragua.

Hong Kong

Hong Kong—K. F. Noble, Canadian Gov ernment Trade Commissioner, Hon Kong Bank Building. Address for letters Post Office Box 126.
Territory includes South China, the Philip pine Islands and French Indo-China.

India

Bombay—Richard Grew, Commercial Sec retary for Canada, Gresham Assuranc House, Mint Road. Address for letters Post Office Box 886.
Territory includes Burma and Ceylon.

Ireland

Dublin—H. L. E. Priestman, Commercia Secretary for Canada, 66 Upper O'Con nell Street.

Belfast—H. L. E. Priestman, Canadian Government Trade Commissioner, 3 Victoria Square.

Italy

Rome—J. P. Manion, Commercial Secretary, Canadian Legation, via Saveri Mercadante 15-17. Address for letters Casella Postale 475. (Telephones—471 597 and 470-708.)
Territory includes Czechoslovakia, Malta Yugoslavia and Libya.

Foreign Trade Service Abroad—*Concluded*

Jamaica

Kingston—M. B. Palmer, Canadian Government Trade Commissioner, Canadian Bank of Commerce Chambers. Address for letters; Post Office Box 225.
Territory includes the Bahamas and British Honduras.

Mexico

Mexico City—D. S. Cole, Commercial Counsellor, Canadian Embassy, Edificio Internacional, Paseo de la Reforma. Address for letters: Apartado Num. 126-Bis.

Netherlands

The Hague—J. A. Langley, Commercial Counsellor, Canadian Embassy, Sophialaan 1-A.

Newfoundland

St. John's—J. C. Britton, Commercial Secretary, Office of the High Commissioner for Canada, Circular Road.

New Zealand

Wellington—P. V. McLane, Commercial Secretary, Office of the High Commissioner for Canada, Post Office Box 1660.
Territory includes Fiji and Western Samoa.

Norway

Oslo—S. G. MacDonald, Commercial Secretary, Canadian Legation, Fridtjof Nansens Plass 5.
Territory includes Denmark and Greenland.

Pakistan

Karachi—G. A. Browne, Acting Canadian Government Trade Commissioner. Address for letters: Post Office Box 531.

Peru

Lima—C. J. Van Tighem, Commercial Secretary, Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin. Address for letters: Casilla 1212.
Territory includes Ecuador.

Portugal

Lisbon—L. S. Glass, Canadian Government Trade Commissioner, Canadian Consulate General, Rua Rodrigo da Fonseca 103.
Territory includes the Azores and Madeira, Spain, Spanish Morocco, the Canary Islands and Gibraltar.

Singapore

Singapore—Paul Sykes, Canadian Government Trade Commissioner, Room D-2, Union Building. Address for letters: Post Office Box 845.
Territory includes Federation of Malaya, North Borneo, Brunei, Sarawak, Siam and Netherlands East Indies.

South Africa

Johannesburg—J. H. English, Commercial Counsellor for Canada, Mutual Buildings, Harrison Street. Address for letters: Post Office Box 715.
Territory includes Transvaal, Natal, Southern Rhodesia, Northern Rhodesia, Mozambique or Portuguese East Africa, Kenya, Nyasaland, Tanganyika and Uganda.
Cable address, Cantracom.

Cape Town—S. V. Allen, Commercial Secretary for Canada, New South African Mutual Buildings, 21 Parliament Street. Address for letters: Post Office Box 683.
Territory includes Cape Province, Orange Free State, South-West Africa, Mauritius and Madagascar.
Cable address, Cantracom.

Sweden

Stockholm—F. H. Palmer, Commercial Counsellor, Canadian Legation, Strandvägen 7-C. Address for letters: Post Office Box 14042.
Territory includes Finland.

Trinidad

Port-of-Spain—T. G. Major, Canadian Government Trade Commissioner, Colonial Life Insurance Building. Address for letters: Post Office Box 125.
Territory includes Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana, and the French West Indies.

United Kingdom

London—A. E. Bryan, Commercial Counsellor, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.
Cable address, Sleighing, London.

London—R. P. Bower, Commercial Secretary, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.
Territory includes the South of England, East Anglia and British West Africa (Gold Coast, Sierra Leone and Nigeria).
Cable address, Sleighing, London.

Liverpool—M. J. Vechsler, Canadian Government Trade Commissioner, Martins Bank Building, Water Street.
Territory includes the Midlands, North of England and Wales.

Glasgow—G. F. G. Hughes, Acting Canadian Government Trade Commissioner, 200 St. Vincent Street.
Territory covers Scotland and Iceland.
Cable address, Cantracom.

United States

Washington—H. A. Scott, Commercial Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

New York City—M. T. Stewart, Canadian Government Trade Commissioner, British Empire Building, Rockefeller Centre.
Territory includes Bermuda.
Cable address, Cantracom.

Los Angeles—V. E. Duclos, Canadian Government Trade Commissioner, Associated Realty Building, 510 West Sixth Street.

Venezuela

Caracas—C. S. Bissett, Canadian Government Trade Commissioner. Address for letters: Canadian Consulate General, 8° Piso, Edificio America, Esq. Veroes.
Territory includes Netherlands West Indies.

Foreign Commercial Representatives in Canada

This directory of Commercial Representatives of Foreign Governments, presently in Canada, is published as a special service to the commercial community. It is requested that any changes in the appointments or addresses be forwarded to the Editor, *Foreign Trade*.

Argentina—Carlos M. Braceras, Representative of the Argentine Institute of Trade Promotion, 31 St. James Street West, Montreal. Telephone—MArquette 2811.

Australia—Clifton J. Carne, Australian Government Trade Commissioner, Office of the High Commissioner for the Commonwealth of Australia, 114 Wellington Street, Ottawa. Telephone—3-8458.

Belgium—Jean Querton, Consul-General. Room 709, Sun Life Building, Montreal. Telephone—PLateau 8375.

Bolivia—Emilio Diaz Romero, Consul General, 4 Notre Dame Street East, Montreal.

Brazil—Caio de Lima Cavalcanti, Commercial Counsellor, Brazilian Embassy, 400 Wilbrod Street, Ottawa. Telephone—5-1485.

A. G. de Miranda Netto, Commercial Attaché, Brazilian Embassy, agent of the Department of Trade and Commerce of Brazil, Room 49, 46 Elgin Street, Ottawa. Telephone—5-1486.

British West Indies and British Guiana—C. Rex Stollmeyer, Trade Commissioner, 37 Board of Trade Building, Montreal. Telephone—PLateau 8282.

Chile—Carlos Garcia de la Huerta, Second Secretary Chilean Embassy, Room 215, 56 Sparks Street, Ottawa. Telephone—5-4402.

Mariano Bustos, Consul-General, 1410 Stanley Street, Montreal.

China—There is no commercial representative in Canada. All commercial matters are handled by the Chinese Embassy in Washington.

Colombia—Jorge Castaño Castillo, Consul-General, 3757 Wilson Avenue, Montreal 28.

Cuba—Dr. Guy Pérez Cisneros, Commercial Attaché, Cuban Legation, 499 Wilbrod Street, Ottawa. Telephone—5-6834.

Czechoslovakia—K. Bala, Commercial Attaché, 171 Clemow Avenue, Ottawa. Telephone—2-1545.

Denmark—Theodor Schultz, Consul, Danish Consulate, Room 812, Keefer Building, 1440 St. Catherine Street West, Montreal. Telephone—PLateau 2030.

Dominican Republic—Julio A. Ricart, Consul-General, 46 Delaware Avenue, Ottawa. Telephone—2-1130.

Ecuador—Camilo J. Andrade, Consul-General, Room 917, 1410 Stanley Street, Montreal. Telephone—PLateau 8473.

France—Bernard Lechartier, Commercial Counsellor and Financial Attaché, French Embassy, 464 Wilbrod Street, Ottawa. Telephone—3-5681.

Jacques Humbert, Commercial Attaché, French Embassy, 464 Wilbrod Street, Ottawa. Telephone—3-5681.

Gérard Dubois, Commercial Attaché, French Embassy, 610 St. James Street West, Montreal. Telephone—HArbour 2271.

Greece—Pami Malamaki, Commercial Counsellor, Greek Embassy, Suite 110, Chateau Laurier, Ottawa. Telephone—5-2255.

Haiti—Philippe Cantave, Consul-General, Room 308, 18 Rideau Street, Ottawa. Telephone—2-1272.

India—M. R. Ahuja, Trade Commissioner, Royal Bank Building, Toronto. Telephone—ELgin 3223.

Ireland—Eamonn L. Kennedy, Official Secretary, Office of the High Commissioner for Ireland, 140 Wellington Street, Ottawa. Telephone—3-6281.

Italy—Dr. P. F. Migone, Commercial Attaché, Italian Legation, 384 Laurier Avenue East, Ottawa. Telephone—2-8761.

Lebanon—Maurice J. Tabet, Consul, Consulate of Lebanon, 200 Metcalfe Street, Ottawa. Telephone—2-3155.

Mexico—Consul-General, Room 507, 1410 Stanley Street, Montreal. Telephone—LAncaster 2502.

Netherlands—E. L. Hechtermans, Commercial Secretary, Netherlands Embassy, 8 Range Road, Ottawa. Telephone—4-3312.

Foreign Commercial Representatives in Canada

New Zealand—J. A. Malcolm, Trade Commissioner, Room 609, Sun Life Building, Montreal. Telephone—LAncaster 4104.

Norway—Knut Orre, First Secretary, Norwegian Legation, 1410 Stanley Street, Montreal. Telephone—PLateau 9785.

Peru—Francisco Pardo de Zela, Commercial Attaché, Peruvian Embassy, 36 Elgin Street, Ottawa. Telephone—5-7201.

Poland—T. Wiewiórowski, Commercial Attaché, Polish Legation, 183 Carling Avenue, Ottawa. Telephone—2-4076 and 2-3233.

Portugal—Dr. Vasco V. Garin, Consul-General, Suite 12, 1499 Bishop Street, Montreal. Telephone—BElair 1607.

Sweden—B. G. Järnstedt, Second Secretary, Swedish Legation, 720 Manor Road, Rockcliffe Park (Ottawa). Telephone—2-1729.

Switzerland—Walter E. A. Jaeggi, Secretary, Swiss Legation, Room 254, Chateau Laurier, Ottawa. Telephone—2-5455.

Dr. Frédéric Kaestli, Consul-General, Room 1521, Sun Life Building, Montreal. Telephone—PLateau 1878.

I. Sembinelli, Vice-Consul, Room 215, 159 Bay Street, Toronto. Telephone—ELgin 4097.

Turkey—Rifki Zorlu, Counsellor of the Turkish Embassy, Room 560, Chateau Laurier, Ottawa. Telephone—3-4701.

Union of South Africa—J. H. Brand, Commercial Attaché, Office of the High Commissioner for the Union of South Africa, 15 Sussex Street, Ottawa. Telephone—2-1771.

Union of Soviet Socialist Republics—N. S. Skvortsov, Representative of the Commercial Counsellor, Soviet Embassy, 285 Charlotte Street, Ottawa. Telephone—5-4341.

United Kingdom of Great Britain and Northern Ireland—A. M. Wiseman, C.M.G., M.C., United Kingdom Senior Trade Commissioner and Economic Adviser to the High Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

A. R. Bruce, Trade Commissioner 56 Sparks Street, Ottawa. Telephone—3-8814.

R. K. Jopson, O.B.E., Trade Commissioner, 1111 Beaver Hall Hill, Montreal. Telephone—HArbour 2257.

W. D. Lambie, Trade Commissioner for the Maritime Provinces, 1111 Beaver Hall Hill, Montreal. Telephone—HArbour 2257.

J. Paterson, Trade Commissioner, 67 Yonge Street, Toronto. Telephone—ADelaide 2174.

W. G. Coventry, Trade Commissioner, 703 Royal Bank Building, Winnipeg. Telephone—9-3153.

H. Oldham, Trade Commissioner, 850 West Hastings Street, Vancouver. Telephone—PAcific 4644.

United States of America—Colonel Henry M. Bankhead, Counsellor for Economic Affairs, United States Embassy, 100 Wellington Street, Ottawa. Telephone—2-2611.

Homer S. Fox, Commercial Attaché, United States Embassy, 100 Wellington Street, Ottawa. Telephone—2-2611.

Yugoslavia—Pavle Lukin, Chargé d'Affaires, 259 Daly Avenue, Ottawa. Telephone—5-4966.

Canadian Certified Seed Potatoes

Growers, shippers and buyers of Canadian Certified Seed Potatoes may be interested in a brochure prepared by the Foreign Trade Service, in consultation with the Department of Agriculture, in an effort to stimulate the export sale of potatoes. Copies of this brochure, in colour, may be obtained from the Director, Trade Publicity Division, Foreign Trade Service, Department of Trade and Commerce, Ottawa.

Associated Agencies Concerned With Development of Foreign Trade

Canadian Government Exhibition Commission

107 Sparks Street, Ottawa

Director, Glen Bannerman (3558)

Responsible for arrangements concerning participation by Canada in all exhibitions, display promotions and trade fairs outside Canada, and for international trade fairs held in Canada; advises individual firms in the display of their commodities in foreign countries.

Assistant Director, F. P. Cosgrove (7818)

Wheat and Grain Division

Director, C. F. Wilson (5648)

Serves as the medium through which wheat, flour, and other cereal products are procured for other countries. It maintains a constant survey of Canada's grain position, respecting supply, transportation, domestic and export demand. The Director is secretary to the Wheat Committee of the Cabinet, and liaison officer between the Department of Trade and Commerce and tha Canadian Wheat Board.

Assistant to Director, J. B. Lawrie (5830)

Canadian Commercial Corporation

No. 2 Temporary Building, 70 Lyon Street, Ottawa

Managing Director, W. D. Low (3736)

Serves as a purchasing agent in Canada for governments of other countries, and for international bodies. Assists private enterprise in obtaining from ex-enemy territories essential supplies that cannot be obtained through ordinary commercial channels. Facilities of the Corporation are utilized in the purchase of supplies for the Department of National Defence and those required for defence projects.
Cable address—*Cancomco.*

Secretary, J. D. McCarthy (4955)
Comptroller, G. F. Wevill (5316)
General Purchasing Agent, W. J. Atkinson (5767)

Foreign Purchasing Section, A. E. Annetts (5092)

Export Credits Insurance Corporation

107 Sparks Street, Ottawa

General Manager, H. T. Aitken (2-4828)

Provides exporters with protection against the principal risks of loss involved in foreign trade, and insures them against the insolvency of the foreign buyer, protracted default in payment by the buyer when the goods have been duly accepted by him, and difficulties in the transfer of exchange, preventing the Canadian exporter from receiving payment for goods he has sold. Cable address—*Excredcorp.*

Chief Credit Officer, A. W. Thomas (2-4828)
Secretary, T. Chase-Casgrain (2-4828)

Trade Publications Available

ABC of Canadian Export Trade

Copies of this publication, prepared by the Export Division, Foreign Trade Service, may be obtained on application to the King's Printer, Government Printing Bureau, for 25 cents a copy in Canada and 50 cents abroad.

Canadian Certified Seed Potatoes

Prepared for distribution abroad, in an effort to stimulate the export sale of potatoes, this illustrated folder specifies the six varieties most suitable for shipment to other countries, the classes of seed, and the three classifications. Other information of interest to prospective purchasers is included.

"Foreign Trade"

Reprint of January 4, 1947, anniversary issue, containing articles on the Canadian Trade Commissioner Service, the history of the *Commercial Intelligence Journal* and preceding weekly publications, short reports from trade commissioners throughout the world on their respective territories, with illustrations.

Economic Reviews

Reports on economic conditions in various countries, reproduced from the *Commercial Intelligence Journal* and *Foreign Trade*, as follows:

Argentina
Australia
British West Indies and British Guiana
Central America
Chile
Colombia and Venezuela
French North Africa
India
New Zealand

Reprints of Special Reports

Articles appearing in the *Commercial Intelligence Journal* and *Foreign Trade* have been reprinted in pamphlet form for distribution by commodity officers and others receiving enquiries on the subject concerned, as follows:

Canadian Tobacco—Production and Consumption
Industrial Development in Canada
Canadian Toy Industry
German Industrial Plants Available for Reparation
Trade Procedure for Imports from Germany
The Influence of Geography on Import Trade

Foreign Trade Service Directory

This sets forth the functions of the six divisions of the Foreign Trade Service, with the directors and other leading officials of each. The government telephone numbers are shown for the convenience of exporters and importers. This includes a list of Canadian Trade Commissioners, with their respective postal and cable addresses, agencies associated with the Foreign Trade Service in the development of commerce with other countries, and a list of the Foreign Commercial Representatives in Canada. (This information, with revisions, is reproduced once a month in *Foreign Trade*.)

Trade Bulletins and Reports

Detailed information concerning Canadian foreign trade is compiled by the Dominion Bureau of Statistics, to which application should be made. This is issued on an annual, quarterly and monthly basis. The Dominion Statistician is also responsible for compilation of the *Canada Year Book*, the *Canada Handbook* and a number of reports on specific commodities.

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OTTAWA
EDMOND CLOUTIER, C.M.G., B.A., L.Ph.,
KING'S PRINTER AND CONTROLLER OF STATIONERY
1948

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Example of an advertisement for the Canadian International Trade Fair, which is appearing in newspapers and other publications of seventy-five countries, prospective visitors from which are being advised that special facilities will be placed at their disposal in Toronto.